

TRANSFER & STORAGE

TRANSFER AND STORAGE
OF MERCHANDISE

MERCHANDISE
DISTRIBUTION

MOVING AND STORAGE OF
HOUSEHOLD GOODS

Vol. XVIII, No. 7

U. P. C. Building, 239 W. 39th St.
New York, N. Y.

July, 1919



**DENBY
MOTOR TRUCKS**

FROM Moberly, Missouri, to Singapore, Straits Settlement, is a long way. The conditions under which trucks must work in the two cities are radically different. Yet the reason back of Denby popularity is the same in both places,—dependability and freedom from mechanical troubles.

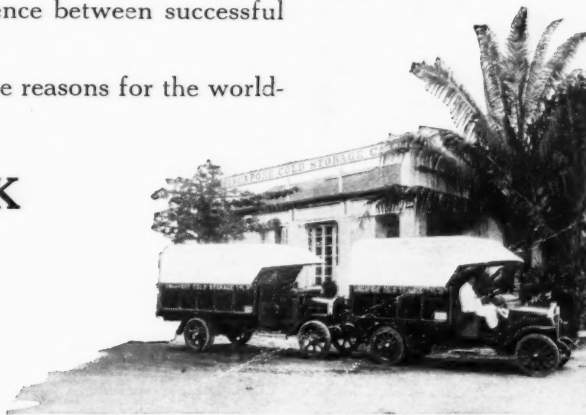
This outstanding feature of Denby trucks is valuable, even in a large city, next door to a thoroughly stocked service station, for it means low costs and continuous work. But far from service stocks or expert care, it is a vital factor—it spells the difference between successful operation and failure.

This dependability is one of the prime reasons for the world-wide popularity of Denby trucks.

DENBY MOTOR TRUCK COMPANY

DETROIT

The Denby line is complete, ranging in capacities from one to six tons. This, together with the options of wheel-base, gives a Denby fitted to any needs.



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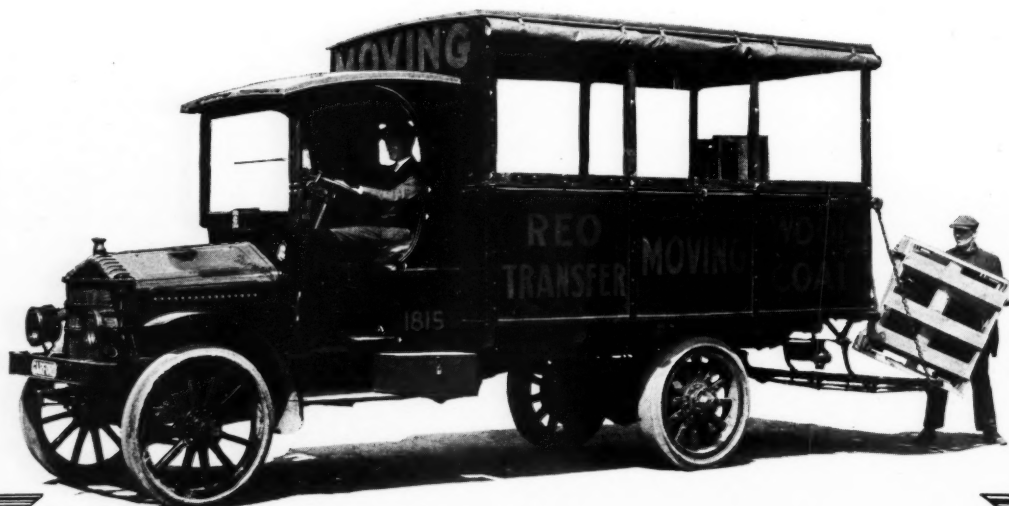
CONTINUOUS daily service and slight yearly depreciation are two factors which make Garfords the most profitable in the long run.

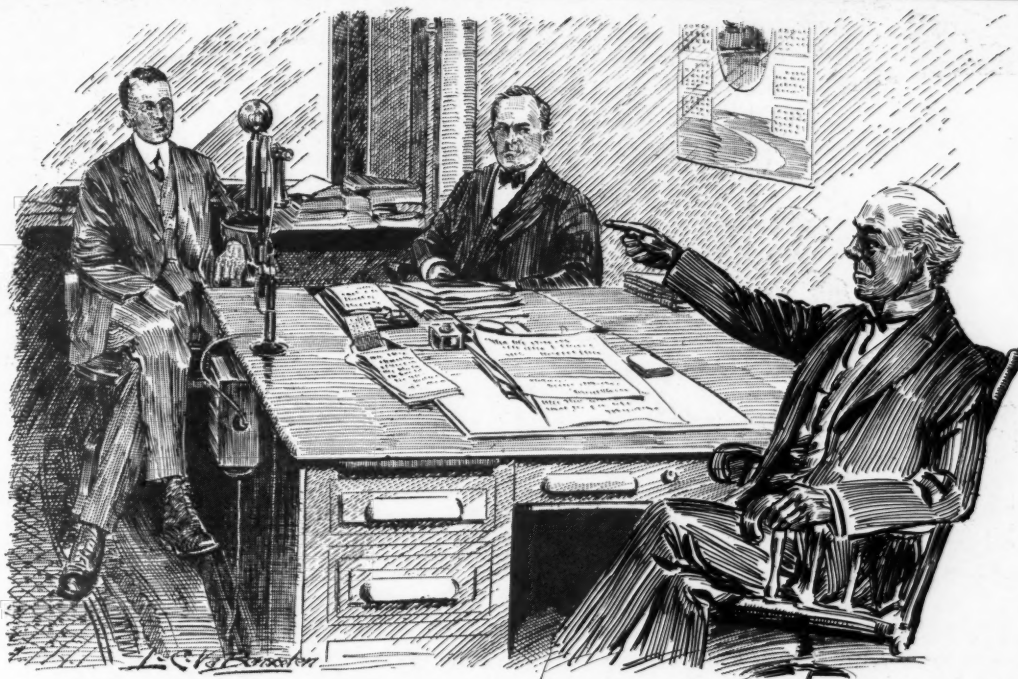
“Users Know”

The Garford Motor Truck Company, Lima, Ohio

Motor Trucks of all Capacities

Distributors and Service Stations in all principal cities





Bill O'Laden, Traffic Expert

"On Actions Spake Louder Than Wur-rds"

"Good Bye, Bill," says th' Big Boss, slippin' me a coupla good smokes. "'Tis Oi as hopes yer stay to Chicago will aid yer litrachoorly wur-rk, like as T.-C. F. CO. Service aids th' shippers iv Household Goods, Mashinery and Autos in their wur-rk. Ye moves on to Cincinnati th' day an' there ye'll meet our Mister Howard, a foine man with a head on him, and my advice to ye is to tell th' Public about th' gran' facilities he has, or ye'll find Howard will put a head on ye.

"Sir," I says, "I'll do me best," an' lights out f'r th' train, an' lights won iv his Perfect-toes as soon as I makes it. Sittin' next ter me was a pianny maker from New York, I see him wance at th' Bank, so I knew. "Have a seegar," I says. He did, an' sure when he lights it, th' fire soon melts th' ice between us. He tells me about his high shippin' costs, and sure I tells him about T.-C. F. CO. Consolidated Pianny Shippin', an' how it saves won plunk per hundred pounds to San Francisco an' Los Angeles. Out comes his note book, an' down goes "deliveries at 650-656 W. 36th St., New York."

Bill reaches Boston next month. Don't miss his High Brow litrachoorly article from there.

"Cincinnati," says th' Brakeman. "Union Trust Building," says I to th' Taxi man, and I gets in, and th' Company gets out th' price of th' ride. "Hello, Howard," I says. He looks up from a manifest with a look iv, "Do Oi know ye," manifested in his eye. Heinemann takes a look around a derrick they have rigged up on th' desk, an'—"Hello Bill," he says, and H & H an' me shakes. "What's that?" I says, pointin' at th' derrick. "'Tis a tillyphone, Bill." "Oh! 'tis," I says, "then sure yer calls come as high as th' freight charges iv them that ships other than by th' T.-C. F. CO." "We can lower it," he says. "So can th' shippers," I says, "by shippin' th' T.-C. F. CO. way."

"You've said it," says Howard. "No!" I says, "I ain't, but th' great shippin' public has. Father Murphy says 'actions speaks louder than wur-rds,' an' by th' freight they is givin' us, they is ahollerin'—'T.-C. F. CO. Service gives Savin', Safety, Speed an' Satisfaction.'" "Bill," says Howard, "come look into our foine facilities." I did, an' take it from me, ye'll be wise to look into 'em yersilf.

TRANS-CONTINENTAL FREIGHT COMPANY

WOOLWORTH BUILDING, NEW YORK.

GENERAL OFFICE, 203 DEARBORN ST., CHICAGO

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It has increased the total business and given an additional profit by cutting down operating costs.

Three trips to Philadelphia a month and occasional runs to Wilmington are nothing unusual for their Autocars.

THE AUTOCAR COMPANY, Ardmore, Pa.

Established 1897

The Autocar Sales and Service Company

CHASSIS (1½ to 2 tons)
\$2050—97 inch wheelbase
\$2150—120 inch wheelbase

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Newark	Philadelphia	Atlantic City	Los Angeles	Fresno
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Represented by these Factory Branches, with Dealers in other cities

Autocar

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

TRANSFER & STORAGE

Established in 1902 as The Team Owners' Review

PUBLISHED MONTHLY BY THE

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NEW YORK....324 Whitehall Bldg.	PHILADELPHIA....272 Drexel Bldg.
PITTSBURGH.....437 Oliver Bldg.	DETROIT.....527 Ford Bldg.
ST. LOUIS.1537 Boatmen's Bk. Bldg.	SEATTLE.....402 Arctic Bldg.



Are You in a Rut Mr. Warehouseman?

When a shipment of household goods is placed in your care for forwarding to the West, do you simply turn it over to some Railroad Company and take a chance that it will reach its destination some way, some time?

If you do you are in a rut, as there is a better way, which you are not using:

"JUDSON SERVICE" provides reduced freight rates, through car service and minimizes damages. It's a money maker for the Shipper, a business-builder for the Warehouseman through satisfied Customers.

Get out of the rut and on to the Judson Highway.

If you think we are in a rut tell us how to get out of it.

For information write nearest office

Judson Freight Forwarding Co.

*Another***FEDERAL**

Federal Cartage Profits

Cartage-men who drive Federal trucks are making more net profits than the owners of other makes of trucks, in most cases, we find, for the reason that they have bought the truck at a reasonable first price, and then have low upkeep cost later.

Besides being of attractive design, the Federal is financially a good investment. We can give hundreds of cases where Federals are earning profits for cartage-men with a minimum of trouble of any sort.

Write for "Traffic News," an interesting magazine of truck haulage, which will be mailed without charge.

"Shorten the miles to market—build better roads."

FEDERAL MOTOR TRUCK COMPANY
57 FEDERAL STREET DETROIT, MICH.



This attractive Federal on pneumatic tires does hauling over-land for the B. J. Henner Cartage Co., Rochester, N. Y. It is now out on a 700-mile trip and running on schedule.

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TRANSFER & STORAGE

PUBLISHED MONTHLY

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Volume XVIII

NEW YORK, JULY, 1919

No. 7

Reduces Country to Size of One State *Manufacturer Gives Efficient Service to All Sections by Utilizing a Chain of Fifteen Merchandise Warehouses in as Many Cities*

*National Distributor Carrying Stock Near Ultimate Consumer Has
Advantage Over Competitor Who Operates from a Factory*

PITTSBURGH, PA., July 1—By utilizing a chain of fifteen merchandise warehouses located in fifteen different cities, one of the largest oil and paint manufacturers is able to give as prompt service to the entire country as he used to give to his customers in the State of Pennsylvania previous to his establishing the chain of warehouses. His factory is located in the State of Pennsylvania, and by the adoption of the warehouse method of distribution, the entire forty-eight states are brought as close to his factory as his home state formerly was.

The new method of distributing through branch warehouses, the first being established at Pittsburgh, and later Chicago, demonstrated that this system of distributing was so superior to the old method that stocks were carried in other large distributing centers and within a radius of the larger number of customers or prospective customers, such as New York, Denver, San Francisco, St. Louis and Boston. Still later, or about 1 year after the first distributing branch was established, stocks were carried at warehouses at Cincinnati, Los Angeles, Portland, Buffalo, Newark, Detroit, Philadelphia and Baltimore.

This chain gave the distributor a branch warehouse in practically every large distributing center in the country. While there was little or no difference in the distributing cost of the new method, as compared

with that of the old system, the principle feature was that of being able to give efficient service to all purchasers large and small, in order to meet competition, the basis for which was to increase the amount of sales.

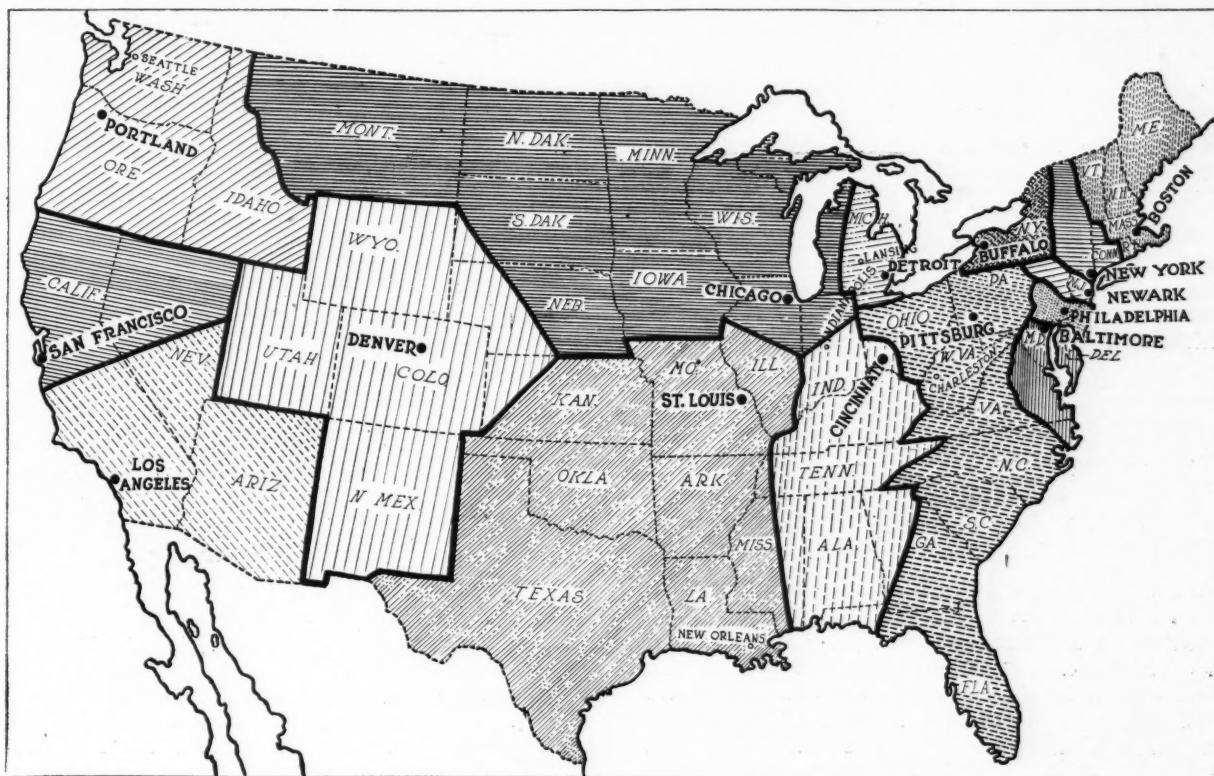
With small average sales to the retailer, as well as to the jobber, which is the case in the oil and paint trade, quick delivery service has become a fundamental of the business.

Remodels Distributing System

During the past 2 years this manufacturer has completely remodelled his distributing and marketing system. He has, during this period, established the fifteen distributing warehouses in as many cities for the carrying of stocks in order to serve the local trade within a few hours and purchasers located at other cities, covered by the warehouse in that area within a period of 2 days' time—that is, after the order is received by the warehouse.

The necessity of establishing the chain of distributing branches was to meet competition on a more even ground; in other words, while this distributor is one of the largest oil and paint producers in the country, his customers are made up of an exceptionally large number of small purchasers.

For example, the sales to the jobber average about



One of the largest oil and paint manufacturers in the country serves both the small and large purchaser in all sections within a period ranging from 2 hours to 2 days time after the order is received by utilizing a chain of fifteen merchandise warehouses in as many cities. The solid black lines in the map show the area served by the branch distributing warehouses, which are indicated by solid black circles

because of the fact that his sales are small. The turnover at the warehouse, in that section would be between 2 and 4 months. In addition, it would cost as much to ship the goods from the warehouse to the purchaser over the short-line railroads in many sections as shipping *l.c.l.* direct from the factory to the purchaser.

Serves Purchaser Under Two Methods

This oil manufacturer operates his distributing activities under two methods. First, the jobber or retailer that has a credit account may order direct from the warehouse without having the order first go through the main office.

Second, it is necessary for those not having credit accounts to order direct from the factory, which in turn issues an order to the warehouse to deliver a certain quantity of merchandise to that particular purchaser. A copy of this order is also sent the purchaser, so that he may get the goods any time he desires without waiting for the distributing warehouse to receive its copy.

This manufacturer has had special forms printed for a daily and monthly report of the goods received and shipped to and from the warehouse and also a monthly inventory. A stock sheet is kept at the dis-

tributor's headquarters for each brand of oil and paint. This order, when made up, gives all information as to the date the goods have been shipped, date received, warehouse lot number and also various other details pertaining to warehouse shipments.

No special rules have been adopted by the manufacturer as to the handling of his products at the warehouse other than that all barrels should be piled on their bilge in tiers of three high, with enough aisle space between the tiers so that the labels will be visible from the aisle. Piling on bilge to a certain extent eliminates a great deal of leakage as would otherwise be the case when there is any great fluctuation in the temperature of the interior of the warehouse. The distributor also endeavors to have all goods stored in a basement where the temperature is approximately the same at all times.

Is Better Able to Meet Competition

It is by following this method of serving the small as well as the large purchaser that this oil and paint manufacturer has located his headquarters in fifteen cities through the carrying of stocks in public warehouses. In other words, he is in a more direct and personal touch with the trade in all sections and better able to meet the local competition.

Illinois Association Plans Federation of Household Goods Industry

*Committees of Three from Each Regional Organization to Be
Invited to a Conference to Draw Up Plans*

*Advisability of Licensing Warehousemen, Legal Requirements for Selling
Goods, Profit Sharing and Bonus Systems, Major Topics Discussed
at Illinois Furniture Warehousemen's Convention*

COMMITTEES of three from each of the regional organizations in the household goods industry will be invited to a conference for the purpose of drawing up plans for a federation of the various associations and interests in the industry as a result of the action taken at the convention of the Illinois Furniture Warehousemen's Association held at Pewaukee Lake, Wis., June 20-24.

Other matters discussed which were of vital interest to the industry included the advisability of licensing the warehousemen in states where the industry is not under the control of public utility commissions; definite legal requirements for the selling of goods at auction; working on a time and material basis, the effect of the elimination of estimates increases earnings; carelessness on the part of the

employees, one of the greatest items of expense to the warehouseman; profit-sharing plan and bonus systems. The opinion of the majority of the delegates present on the last subject seemed to be that the paying of a fair wage is a sufficient inducement for good work.

The special committee on representation for associate members, headed by P. J. Mills of the White Line Transfer & Storage Co., Des Moines, Ia., submitted a report on its deliberations regarding the advisability of organizing a national association of household goods warehousemen. During the discussion it was found that as yet

there is no definite plan in the minds of the members for a national organization, although nearly every member is in favor of some kind of an association that will embrace in a national body all of the furniture warehousemen in the United States.

W. Lee Cotter of Mansfield, Ohio, came out strongly for an affiliation with the American Warehousemen's Association under the plan recently adopted by that organization to have three definite divisions of association which include household goods warehousemen, merchandise and cold storage warehousemen. He recommended state associations and local associations and advised that one membership should be good for the local, the state and the national organizations, the money for the national organization's work to be collected through a per capita tax from the individual members of the local and city organizations.

Committee to Draw Up Federation Plan

At the head of the household goods division of the American Warehousemen's Association, Mr. Cotter suggested there be a paid executive secretary to devote his entire time toward efficiency and standardization work in the industry. It was found, however, on further discussion, that no plan yet put forward would meet the approval of the majority of the men of the Illinois Association, and it was therefore voted to appoint a special committee to make a further study of this question and report back to the convention later.

P. J. Mills, as chairman of this special committee, reported that the committee would suggest to the convention that the secretary of the Illinois Furniture Warehousemen's Assn., be empowered to invite a conference of committees of three from each of the regional organizations in the industry, with authority to draw up plans for a federation of the various associations and interests in the industry and to prepare a constitution and by-laws for such a national organiza-



F. L. BATEMAN
President of the Illinois Furniture Warehousemen's Association — Transcontinental Freight Co., Chicago



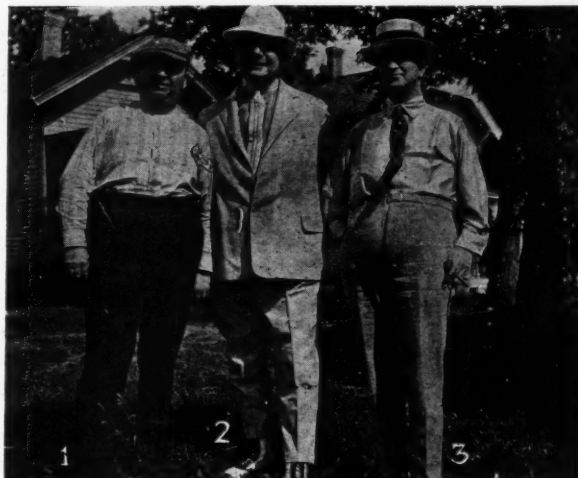
RALPH J. WOOD
Secretary of the Illinois Furniture Warehousemen's Association—Lincoln Warehouse & Van Co., Chicago

tion to be submitted at future meetings of these various organizations for definite action. From this it will be seen that at present there is no crystallization of ideas regarding this national association and whether the present regional organizations will affiliate with the American Warehousemen's Association or whether there will be a new national association composed only of household goods warehousemen is a question to be decided later.

A. H. Hollander of the Hollander Fireproof Warehouse Co., Chicago, discussed the advisability of licensing warehousemen in the states where the industry is not under the control of a public utilities commission. He stated that it had been his observation that in all industries that are under the control of law-making bodies the result has been detrimental to the business and cited the gas companies, the street railway companies and other public utilities as evidence. He did say, however, that the warehousemen of Illinois have no difficulty in securing necessary increases in rates from the Public Utilities Commission of its State and considers that this control is a great benefit in the standardizing of rates, although it sometimes is slow to get definite action from the Commission.

Opposed to State Control

C. J. Neal of Cleveland went on record as opposed to state control of the industry in Ohio. He said that he would prefer non-licensed competition to any form of legal control of the industry. R. L. Orcutt stated that in the State of Missouri warehousemen are bonded to the State for \$25,000 and considers this an excellent thing, although he thoroughly believes that the matter of rates charged for service should be left entirely to the industry. H. H. Chamberlain, President of The Boyd Transfer & Storage Co., Minneapolis, went on record as heartily in favor of commission control of the warehouse industry but, in doing so, called attention to the fact that in the State of Minnesota the warehousemen anticipated this control and formed their own laws largely on the model of the law which established the Interstate Commerce Commission. This law is fair both to the warehousemen and to the public and tends to elevate the standards of the warehouse business

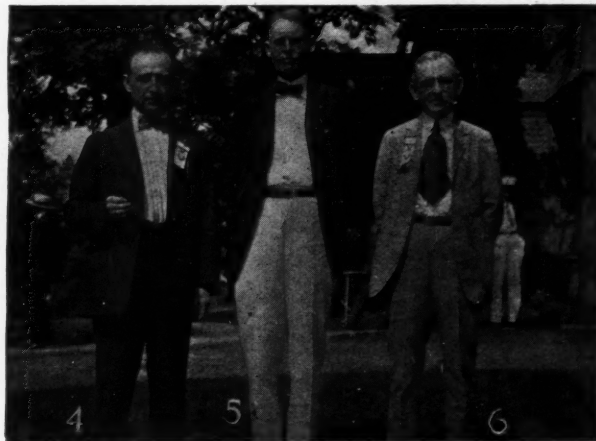


1—Henry Brown, Henry Brown Amusement Exchange, Chicago, Ill.
2—J. A. Meyer, Vice-President of Association, Federal Fireproof Storage Co., Chicago, Ill.
3—R. B. Harder, Treasurer of Association, Harder's Fireproof Storage & Van Co., Chicago, Ill.

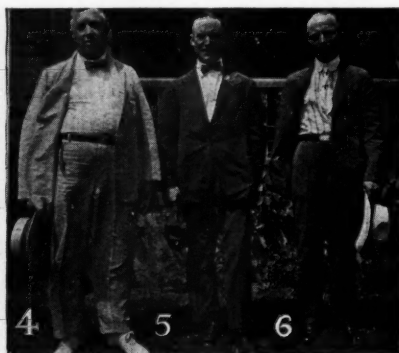
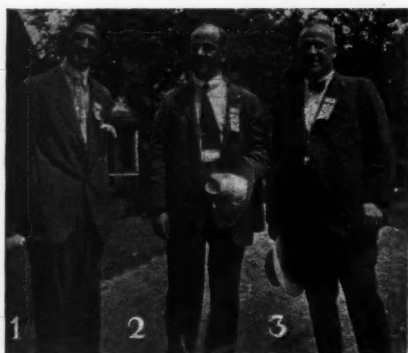
throughout the State. Mr. Chamberlain advised all warehousemen in states not now controlled by public utilities commissions to prepare such a law and have it presented to their state government in order to prevent the passing of a set of laws that would be detrimental to the industry. In Minnesota all warehousemen are bonded to the State for \$50,000 and are required to pay a license fee of \$100 per year.

Review of the Industry

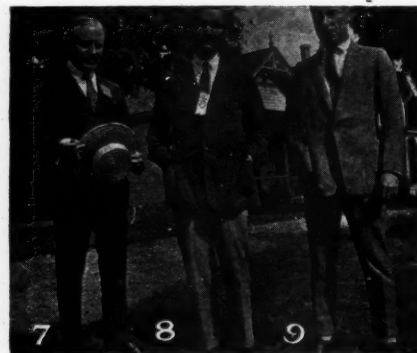
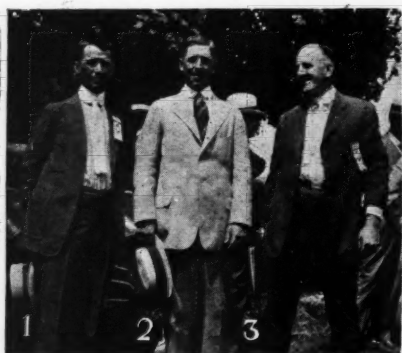
Following this discussion, Charles S. Morris, President of The Metropolitan Fireproof Storage Warehouse Co., New York, read a paper which he entitled "Hash." This paper was a review of leading events in the industry during the past year or two, and as Mr. Morris explained, was a summing up of these events in order that his listeners might be guided by the experiences of the industry in order to avoid future mistakes. He recalled important questions that have been brought up at various meetings of the industry during the past two



1—W. Lee Cotter, Cotter Transfer & Storage Co., Mansfield, Ohio. 2—Thomas Y. Leonard, Leonard Warehouses, Inc., Detroit, Mich. 3—Grant Wayne, West End Storage Warehouses, New York City. 4—Charles S. Morris, Metropolitan Fireproof Storage Warehouse Co., New York City. 5—P. J. Mills, White Line Transfer & Storage Co., Des Moines, Iowa. 6—James F. Keenan, Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa.



1—C. J. Neal, Neal Fireproof Storage Co., Cleveland, Ohio. 2—Homer N. Duffy, Santa Barbara Transfer Co., Santa Barbara, Cal. 3—J. J. Miller, Leonard Warehouses, Inc., Detroit, Mich. 4—F. C. Lancaster, Bekins Household Shipping Co., Chicago, Ill. 5—Joseph W. Glenn, O. J. Glenn & Sons, Buffalo, N. Y. 6—W. Petersen, Lindsay Storage Co., Chicago, Ill. 7—L. H. Tanner, Central Storage Co., Detroit, Mich. 8—R. A. Weicker, O. K. Transfer & Storage Co., Oklahoma City, Okla. 9—W. R. Hoag, Trans-Continental Freight Co., Chicago, Ill.



1—T. F. Cathcart, Cathcart Transfer & Storage Co., Atlanta, Ga. 2—H. O. Dannenberg, United Fireproof Warehouse Co., Milwaukee, Wis. 3—T. A. Jackson, Jackson's Express & Van Co., Chicago, Ill. 4—Knute Werner, Werner Bros. Fireproof Storage Co., Chicago, Ill. 5—J. T. Schroeder, Hogan Transfer & Storage Co., Indianapolis, Ind. 6—Roy Binyon, Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Texas. 7—C. D. Strang, Strang's Montauk Storage Co., Brooklyn, N. Y. 8—Wm. T. Bostwick, The Thos. J. Stewart Co., New York and New Jersey. 9—E. A. Murdock, Murdock Storage & Transfer Co., Pittsburgh, Pa.

years and pointed out that many of these most helpful recommendations have never been put into practice by the warehousemen of the country, even such simple things as the including of the address of the receiving warehouse on the bill of lading was a good practice not generally followed. Also, that few warehousemen followed the definite legal requirements preceding the selling of goods at auction and he advised every man in the industry to study carefully the bulletins published at the various sessions and then to apply these teachings in his own business.

Approximating and Estimating

The chairman of the meeting then suggested that the meeting be opened for discussion on the question of approximating and estimating and R. L. Orcutt of St. Louis told of the practices among the nineteen companies that comprise the association of Transfer & Storage of his city. He stated that for 3 years no transfer and storage man in St. Louis has given an estimate on any work. All men of this association work on a time and material basis and when called upon to move or pack a lot of goods, merely quote their rates per hour and the prices of the material and will not even approximate the cost. He stated that this

method of procedure had greatly increased the earnings of all of men in this association.

Thomas Jackson of Chicago came out strongly for the practice of giving the customer an estimate on the final cost stating that the customer is entitled to know in advance what the moving or packing of goods will cost. Julian Gibson, of The New York Storing & Moving Co., St. Louis, brought out the point that the estimating invariably creates unfair competition and price cutting, a bad practice which has been entirely overcome in St. Louis by the abolishing of all estimating. Buell Miller of the Miller North Board Storage Co., Philadelphia, brought out the fact that in his experience the customer must know approximately the cost of packing, shipping or moving in order to decide how to dispose of the goods, that in many cases the owner of the goods would prefer to sell a large portion of the goods rather than to stand the cost of packing and shipping to a distant city.

F. X. Zech of The Detroit Storage Co., Detroit, Mich., presented a paper on the topic "The Warehousemen's Greatest Asset Is His Employee." He called attention to the fact that a company is always judged by the employees who come in contact with the public or customers, and urged all men in the industry to use great

care in picking the men who will represent them, to train these men carefully, to encourage neatness in appearance and to insist on courtesy to their patrons at all times. He also brought out the point that carelessness on the part of the employees in the handling of household goods creates one of the greatest items of expense to the warehousemen. In order to overcome these faults of the employee it is necessary to establish close relation with them and to encourage in each worker a greater interest in the success of the company and its good standing with the public.

Labor To-day and Yesterday

One of the most important questions presented to the convention was a paper entitled, "Labor! Then and Now," read by A. H. Hollander of Chicago. This paper recalled that 25 years ago the workers in the moving and storing field were receiving \$9.00 per week, that these men worked long hours with poor equipment. Today the average wage in Chicago is about \$34.00 per week. The new type of padded motor van and expensive equipment has brought about a greater specialization of work as a result of which the prices for service have had to increase very greatly.

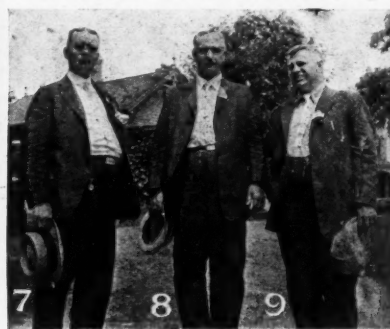
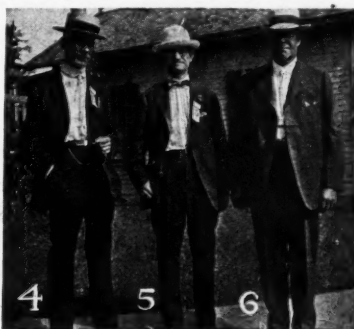
This specializing has resulted in the increased wages to the employees and increased rates for services rendered until today the prevailing rate per hour for a

horse van and two men is \$3 and for a motor van and two men \$4 per hour. Mr. Hollander stated that the relation of the employers with the union has been harmonious and that in many cases the workers are receiving more than the agreement with the union specifies. It is his idea that the men prefer a fair wage to any system of bonus and under this plan they are having no difficulties in their relation to the workers.

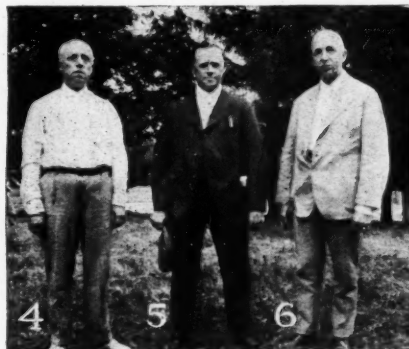
Profit Sharing and Bonus System

In line with the subject which Mr. Hollander treated, a discussion was started on the practicability of a profit sharing or bonus system in the warehouse industry. The discussion was opened by W. Lee Cotter, who brought out the point that the establishing of a profit sharing plan or bonus system should be undertaken with the viewpoint that the welfare of the employee is to be considered before the selfish interest of the employer. Any plan, in his opinion, that does not encourage the men to save money or that does not add a sense of responsibility to the workman will not be practical. In his own business Mr. Cotter pays a bonus for punctuality and attendance and distributes this bonus at the end of six months' period, any men who do not work during the entire period do not receive a bonus.

(Continued on page 29)



1—David Nelson, David Nelson Storage Co., Kenosha, Wis. 2—H. H. Chamberlain, Boyd Transfer & Storage Co., Minneapolis, Minn. 3—Wm. A. Schwartz, Schwartz Bros. Storage & Van Co. Chicago, Ill. 4—Geo. R. Barclay, Hebard's Storage Warehouses, Chicago, Ill. 5—C. A. Dugan, Lincoln Safe Deposit Co., New York City. 6—David Nelson, Kenosha, Wis. 7—Charles H. Kaufman, Kaufman Fireproof Storage Warehouses, Baltimore, Md. 8—Wm. Stacey, Stacey Auction & Storage Co., Cincinnati, Ohio. 9—Fred Krone, Independent Van & Storage Co., Ltd., Vancouver, B. C.



1—Abe Hurwitz, Westheimer Warehouse Co., Houston, Texas. 2—R. T. Blauvelt, Lincoln Storage Warehouses, East Orange, N. J. 3—Ben S. Hurwitz, Westheimer Warehouse Co., Houston, Texas. 4—B. L. Burke, Rock Island Transfer & Storage Co., Rock Island, Ill. 5—Walter C. Rathbun, Rathbun Cartage Co., Toledo, Ohio. 6—F. C. Hackett, Toledo Warehouse Co., Toledo, Ohio. 7—Thomas W. Pifer, Knickerbocker Storage Co., Akron, Ohio. 8—L. M. Chamberlain, Boyd Transfer & Storage Co., Minneapolis Minn. 9—H. L. Halverson, Boyd Transfer & Storage Co., Minneapolis, Minn.

Uniformity in Freight Delivery Opposed at Convention of N.T. M. T. O. A.

Better Business Methods Discussed

Analysis of Discussion Indicates Few Team and Motor Truck Owners Have Conception of Operating Costs—Standard Accounting System Needed

THE outcome of the discussion on the major topic presented at the seventeenth annual meeting of the National Team and Motor Truck Owners' Association, held at Buffalo, June 16, 17 and 18, was the adoption of a resolution expressing the association's disapproval of any attempt by the Railroad Administration to put into effect a uniform system employing standard forms for the delivery of merchandise by railroads to draymen. This resolution also expressed the contention of the association that all such rules put into effect should be modified and altered to meet local conditions.

Among the many subjects which were presented and discussed by the delegates was the need of a uniform accounting system by means of which the various sections of the National body could work out their rates according to local conditions, overhead expenses, etc. An analysis of this discussion indicates that few members has any conception of their operating costs or how they computed their rates. In fact, it was shown that a larger number of those present were unable to give any figures as to the cost of or profit in hauling a specified package or a piece of any given weight within a certain zone.

Because of the interest shown in the uniform accounting system, it is believed that many members see their folly in quoting rates at random, and that some plan will be adopted within the very near future which will enable the team and motor truck owner to compute a rate logically according to his operating costs, investments and income desired.

In the discussion on the limiting of liability it was brought out that if the express companies can limit their liability under a ruling of the Interstate Commerce Commission, there is no reason

why team and motor truck owners cannot do likewise. The consensus of opinion was that every team and motor truck owner in the country should limit his liability to \$50 per case or package unless a value and an extra compensation are received.

With regard to burglary and theft insurance it developed that because of the enormous loss to merchandise on trucks in the large cities, especially New York, during the past few years, no insurance company will assume liability for goods handled by team and motor owners through the congested districts.

In those localities where there are a large number of cut-rate team and motor truck operators, it was felt by the majority of those who expressed their views on

the subject, that the best way in which to overcome the harmful efforts of the competitors is to organize associations and the adoption by the municipality of a binding law which will require all team and truck owners to file bonds for \$10,000 each. This it was claimed would place the cut-rate operators in a position where he would either have to carry on his business on a legitimate basis or retire from it. It would establish the business on a higher plane.

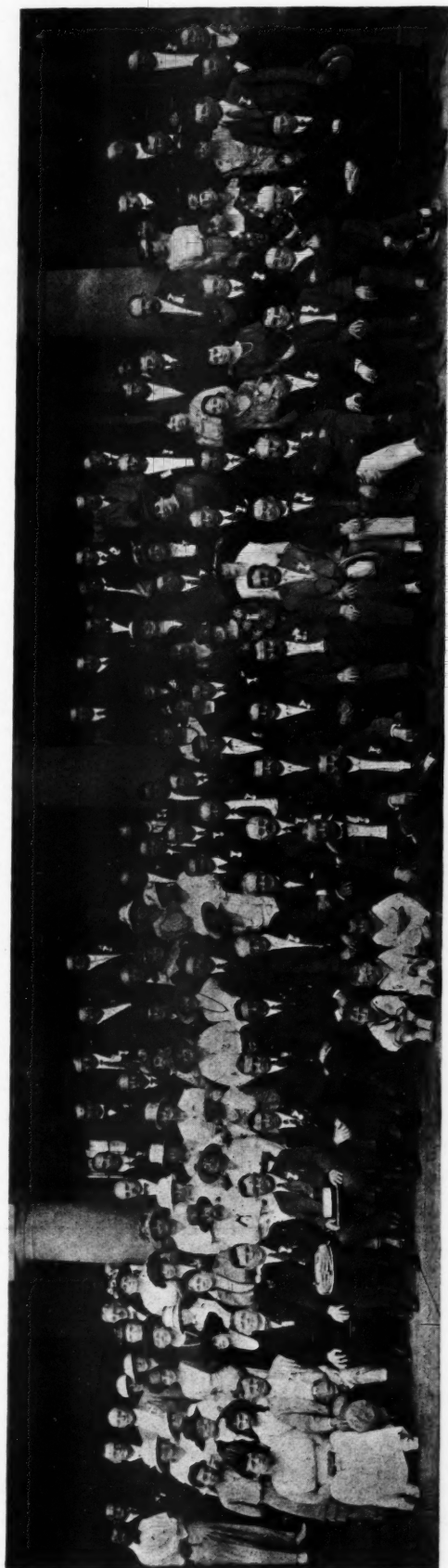
The program of the convention comprised morning and afternoon sessions covering a period of 3 days, the first 2 days being given over to business, and the third to entertainment. It was one of the most important conventions ever held by the association, there being seventy delegates registered. These delegates represented the cities of Chicago, St. Louis, New York, Philadelphia, Cincinnati, Buffalo, Pittsburgh and Youngstown. The attendance was more than double that of last year.

The convention opened Monday,

Three Major Topics of Convention

- 1—*Resolution passed to disapprove of any uniform system made effective by the Railroad Administration employing standard forms for the delivery of freight from the railroads to the draymen.*
- 2—*The team and motor truck owners are now beginning to realize the need of a standard accounting system to enable them to compute rates, etc., according to their investment and operating costs in the various sections.*
- 3—*The forming of an association and the adoption by the municipality of a binding law which would require team and motor truck operators to be bonded for \$10,000 would eliminate cut-rate operators and place the teaming and trucking business on a higher plane.*

Seventeenth Annual Convention of the N. T. M. T. O. A., Held at Buffalo, June 16



THE members and guests of the National Team and Motor Truck Owners' Association photographed at the Automobile Club, Buffalo, June 16, before the annual banquet took place. The convention was one of the most important ever held by the organization. Seventy delegates attended, representing the cities of Chicago, St. Louis, New York, Philadelphia, Cincinnati, Youngstown and Pittsburgh. The convention was a success from both a social as well as a business viewpoint.

June 16, with an address of welcome by Samuel B. Botsford, president of the Buffalo Chamber of Commerce, which was responded to by A. M. Becker of the National Association. Mr. Becker said that before the war, the teaming business was not in so good condition as many others. It was not on a paying basis. Little was known in regard to standardization by the average team and motor truck owner. War has changed these conditions, and the industry is now recognized as a necessity in the carrying on of the general activities of the country.

Oppose Uniform Delivery Forms

Following the general business, J. B. Devine of Philadelphia, discussed the order recently issued by the Railroad Administration regarding team and motor truck owners receiving freight from the railroads. Under this order the team and motor truck owner is required to give the names of the merchants for whom he is handling goods and the driver he authorizes to receive each particular merchant's goods from the railroads. A copy of this form is then filed with the agent of each railroad. The team and motor truck owner is held responsible for all goods received by his driver.

Practically every delegate joined with Mr. Devine in protesting against the order when it became known that it would be made effective throughout the country.

There were many objections to the plan. If a team or motor truck owner signs such an order he would not know whether a driver who took a day off, were taking a vacation, or had stayed away for other purposes. In other words, if a driver were absent a day or two, the team or motor truck owner would not know but that he was collecting the various merchants' goods from the railroad terminals and selling them for his own profits. Such a case would be easily possible and would be beyond the control of the team owner because of the fact drivers are often absent for a day or two, some returning to work while others are never seen by the team or motor truck owner again.

Philadelphia Assn. Prepares Delivery Plan

It was pointed out by other members of the Philadelphia Protective Team Owner's Association that a plan had been prepared to supplement that of the Railroad Administration whereby the team and motor truck owners will make out a separate form each day as to the driver who will be authorized to receive a customer's goods on that day. While this plan would involve a large amount of clerical work, it would, materially reduce the liability of the team and motor truck owner.

To eliminate all these details, Isaac Goldberg said, the system followed in New York would not only answer the same purpose, but was much simpler. In that city each vehicle carries a license plate and the name of the team and motor truck owner. This information with a letter from the merchant authorizing the teamster to receive his goods is sent to every railroad agent in the city with a statement to deliver that particular merchant's goods to the vehicle bearing the team owner's name and license number. It would, therefore, be almost impossible he said, for a driver to resign and later collect that customer's goods with another vehicle. When a vehicle is stolen, the team owner notifies not only the police department, but every freight agent in the city.

The next topic of importance was opened by J. T. Gelvin, of Chicago, with a discussion of uniformity in the computing of rates for various commodities. The substance of his talk was that the team and motor truck owner should have a regular uniform method of computing rates—one that will provide for the cubical measurement of the various classes of goods, the investment, the operating cost, overhead expenses, delays at the customer's place of business, at the warehouse and at the railroad terminal, the distance traveled and the value of the goods.

Need Uniform Accounting System

He also said that the team and motor truck owners of San Francisco have adopted a system which had been approved by the Chamber of Commerce and various other shipping bodies, and that so far it has proved a great success both to the team and motor truck owner, and also the merchant. The team and motor truck owner realizes a fair profit and at the same time it gives the merchant a fair deal.

Chicago is another city in which a system similar to that of the San Francisco owners has been adopted, and to date has been found to be very beneficial. This system of computing rates on a scientific basis supercedes the old system of charging one merchant \$2 and another \$5 for the same service or class of work. Furthermore, it enables the team and motor truck owner to know what it costs to do a certain class of work and just what the profits are. In fact, a standard accounting system would enable the team or motor truck operator to compute a rate on any class of work and at the same time know his exact operating costs, profits, etc. In other words, not only would it be fair to the operator, but also to the one he was doing the work for.

During the early part of this discussion, many of the members took the wrong viewpoint, thinking that the idea was to have a standard rate for all sections, whereas the plan is to adopt a standard method of computing rates according to the investment, operating costs and income desired. The excellent work accomplished by the American, Massachusetts, Central and New York Warehousemen's Associations in adopting a standard system of making rates was also referred to.

The recommendation of the appointment of a committee to study the matter of rate making was not met with approval. It is fully believed, however, that the members will later agree that there is a real need for the adoption of such a plan.

The Benefit of Organizing

The benefit of organizing was shown in a talk given by Mr. Goldberg, in which the delegates were given some conception of the benefit the New York members derived from co-operating and sitting in conference with the various city departments. The subject of shipping days or sailing days was also touched upon by Mr. Goldberg. He said that it was through the New York organization that many changes were made as to the days certain terminals that would handle goods consigned to a given destination. He also stated that it was through the co-operation of the organization with the various department of the city that the association has a voice in traffic rules and regulation, and other matters of interest to the team and motor truck owner in that city.

In concluding his talk, Mr. Goldberg advised all local associations to co-operate with such bodies as Chambers of Commerce, Boards of Trade and various other associations. In fact, he stated that every local association should in some way or other be affiliated, or a member of such organizations.

New Constitution and By-Laws

A new constitution and by-laws were adopted. As expressed in them the objects of the association are as follows:

"This corporation was formed for the purpose of promoting harmony, good fellowship among the team and motor truck owners; to better the conditions existing for doing traffic business; to provide for the interchange of social relations between owners, employers, railroad managers and persons interested in general traffic; to diffuse among the members accurate and reliable information concerning their business; to procure uniformity and certainty in the customs and usages of the members and of the trade affecting their business; to settle differences among the members, to promote a more enlarged and more friendly intercourse among the members, and between their business interests and other business interests."

A paper on Office Efficiency was presented by Joseph W. Glenn of Buffalo. It is printed elsewhere in this issue.

During the regular business transacted, the reports of the auditing and credentials committees were received. The reports of the secretary, treasurer and the committees on ways and means, legislature, resolutions and state were also received and placed on file.

The election of officers for the ensuing year resulted as follows: F. J. Abel, Buffalo, president; R. L. Smith, New York, 1st. vice-president; J. T. Galvin, Chicago, 2nd. vice-president; Frank F. Tirre, St. Louis, secretary, and W. J. McDevitt, Cincinnati, treasurer.

Nine directors were also elected to serve during the next 2 years. They are B. J. Devine, Philadelphia; W. J. Grund, St. Louis; C. Herbert, Youngstown; G. J. Oberkline, Cincinnati; J. F. Lange, New York; J. Morrey, Warren; P. E. Strelau, Dubuque, Iowa; E. C. Adams, Buffalo, and S. Gottry, Rochester.

Excellent Entertainment Program

While there was a large amount of business transacted at the convention, there was also an excellent entertainment program, which was enjoyed by the delegates and their families, many of whom were present. Monday, June 16, the delegates left the Statler Hotel at 5 p. m. in automobiles for a 20-mile drive and later to the Automobile Club where an excellent dinner was served. Tuesday, the ladies were given a luncheon at the hotel and a boat trip to Crystal Beach during the afternoon. Wednesday, the delegates and their families left the hotel at 10 a. m. in special cars for Niagara Falls and the Gorge Route, partaking of an excellent dinner served at the Prospect House, Niagara Falls. The meeting was the best from both a business and social standpoint held by the association during the past several years, and much credit is due the members of the Buffalo Trucking Association, who did everything possible to make the convention a real success.

Summary of Warehouse Activities in 47 Cities in 27 States

Demand for Merchandise Facilities in Central and Western States Continues—Falling Market in East—Inefficient Labor, High Wages and Lack of Business, Major Problems

WHILE the demand for merchandise facilities continues good in the Central and Western states, there is a falling market in many sections of the Eastern states. The market for household goods warehouse facilities continues good, although moving activities have dropped off considerably. The conditions in the latter activities are principally due to the shortage of housing facilities, this situation being the same in practically all large cities.

According to reports from warehousemen in forty-seven of the principal cities in twenty-seven states, 79 per cent of the merchandise warehouse facilities and 88.5 per cent of the household goods warehouse space are occupied. Taking the country as a whole, these figures indicate a decrease in space occupied at both the merchandise and household goods plants, the May percentages being, merchandise 88 and household goods 89.5.

There is an increasing demand for cold storage facilities, particularly in those sections along the seaboards. This is due to the enormous amount of goods being shipped from the central states to the seaboards and then reshipped overseas.

Inefficient Labor and High Wages

During June there was little change in the problem confronting the transfer and storage man as compared with those of May. Inefficient labor and high wages are the principal problems reported in seventeen cities in twelve states. The cities which report labor problems are: Berkeley and Los Angeles, Cal.; Jacksonville, Fla.; Atlanta, Ga.; Wichita, Kans.; Boston, Mass.; Minneapolis and St. Paul, Minn.; Kansas City, St. Louis and Springfield, Mo.; Butte, Mont.; Cleveland and Toledo, Ohio; Oklahoma City, Okla.; Philadelphia, Pa., and Milwaukee, Wis.

Lack of business is the next problem of importance to the industry. The following cities are confronted with this problem: Butte, Mont.; Elizabeth, N. J.; Buffalo; Cleveland, Ohio, Clinton, Okla., and New York.

During the past month there has been a change for the better in the movement of freight in practically all sections with the exception of Kansas City, Mo., and Butte, Mont.

At Little Rock, Ark., the merchandise warehouses are approximately 90 per cent occupied, with a still rising market. In that city one of the largest companies has started work on the construction of a new plant.

Unsettled labor conditions are the principal problems at Berkeley, Cal. The largest merchandise and household goods plants are 100 per cent occupied. This is an increase of about 10 per cent over the amount of goods in storage during the month of May. There is a continued rising market for household goods space due to the fact that a large number of families have moved from the East during the past few months.

Business Increases at Los Angeles

The household goods warehouses at Los Angeles, Cal., are 90 per cent occupied, an increase of 5 per cent over May. Approximately the same figures apply to the commercial activities. The greatest problem has been the increasing wages without an increase of rates.

About 90 per cent of the merchandise and 93 per cent of the household goods facilities are occupied at Denver, Col. The indications are that the market will continue strong for the next few months. In this section a severe shortage of houses is forcing an extra amount of household goods into storage.

At Washington, D. C., approximately 90 per cent of the household goods facilities are occupied. This is a 5 per cent decrease compared with May.

The most important problem before the warehousemen of Jacksonville, Fla., is that while there is plenty of labor, the quality is far below the average. The merchandise plants in this section are about 80 per cent occupied, this being about 5 per cent less than during last month. The greatest movement of goods has been canned goods.

Practically all merchandise and household goods warehouses at Atlanta, Ga., are filled to capacity. The warehousemen report that there is plenty of labor but that they find it very sluggish. The household goods men anticipate an exceptional demand for moving during September, due to the fact that a large number of houses are now under course of construction.

Eighty per cent of the large mercantile plants are occupied at Chicago, this being about the same percentage as during May. The warehousemen of that city are anticipating an exceptionally large late summer and early fall business. Tea, coffee and sugar is being handled in the largest quantities.

Conditions at Des Moines, Iowa, are practically the same as during last month. There has been a favorable increase in the cartage industry due to the ending of the strike of the Building Trade Union. The transfer com-

panies in that section do a considerable amount of hauling building material, but while the strike was on this class of business was at a standstill.

One of the greatest problems which confronts the warehousemen at Topeka, Kans., is that of labor. The labor that the men are able to get seldom works more than a day at a time, even though the wages are much higher than those paid during last winter. The largest warehouse in that city reports that about 80 per cent of its mercantile facilities are occupied, but that this percentage will be reduced in a short time because the larger part of the storage is automobiles and sugar and that these commodities are moving very rapidly.

The mercantile plants at Baltimore, Md., are 78 per cent occupied. This is a decrease of 4 per cent as compared with May. The greatest movement of goods during June was paper, flour, cement, molasses and grocers' specialties. The household goods plants are filled to capacity with a still rising market. Baltimore is the only section from which a report has been received to the effect that household goods moving is heavy.

Large Export Movement at Boston

Boston's merchandise plants are approximately 90 per cent occupied, an increase of 5 per cent over May. Approximately 95 per cent of the household goods space is being utilized. This is an increase of 7 per cent. Obtaining satisfactory labor in all branches of the industry has been the warehousemen's problem in that city. The greatest movement of goods into the warehouse has been wool.

Although the business of the merchandise warehousemen at Kansas City, Mo., is unusually light during the summer, approximately 90 per cent of the space is occupied. In fact, many companies have been virtually out of business at different times during the past 6 months on account of the fact that they were unable to receive any more stock and it was utterly impossible to take on new business. Sugar, for canning purposes and paper are having a freer movement than at any time during the past year. The harvest fields are calling the usual amount of floating labor at high prices and even the steady men in the industry are being attracted by the wages offered.

July and August are always big months among the household goods warehouses of that section. The continued scarcity of housing facilities is doing much to keep the warehouses filled to capacity. In fact, there is a long waiting list for household goods warehouse facilities.

The handling of freight is slower, especially in car-load lots, owing to inefficiency of the railroads and the demand of manufacturers in the East for cars with which to ship West.

The merchandise warehouses are 100 per cent occupied and the household goods plants 75 per cent at Butte, Mont. The latter warehousemen are particularly busy due to the fact that a large number of people are being attracted by the high wages in other sections.

At St. Louis and Springfield, Mo., the household goods warehouses are 95 and 85 per cent occupied. These figures show an increase over last month. Inefficient labor is the principal problem confronting the warehousemen at Springfield.

Reports from six cities in the State of Ohio indicate

that 81 per cent of the merchandise and 89 per cent of the household goods facilities are occupied. This is an increase in the merchandise activities and a decrease in the household goods plants. Cleveland and Toledo are the cities which are confronted with inefficient labor. At Cleveland the greatest movement of goods has been sugar, machinery, oil and dry chemicals, and at Columbus food stuffs, canned goods and sugar. At the latter city there is a considerable demand for the storage of building materials and farm implements.

All branches of the transfer and storage industry at Oklahoma City and Clinton, Okla., continued active during June, although there was a slight decrease in merchandise facilities occupied at Oklahoma City. To secure willing and competent help has been the warehousemen problem at the latter city.

The merchandise warehousemen at Philadelphia anticipate a rising market in that activity in the near future. Approximately 70 per cent of this class of warehouses are occupied. The household goods warehouses in that city have been occupied to capacity for some time, with a still rising market.

The principal problem of the merchandise warehousemen at Pittsburgh, Pa., is the need of a scientific basis for the handling of pool car shipments. Eighty per cent of the commercial plants and 95 per cent of the household goods facilities are occupied. The greatest movement of goods is dairy farm supplies and grocers' specialties.

Demand for Merchandise Space Decreased

At New York there has been a decrease in the demand for merchandise facilities and an increase for cold storage space. The household goods plants are still occupied to capacity. During the past month an enormous amount of merchandise has been shipped overseas. Inefficient labor and lack of business have been the major problems of the warehousemen in that city.

The major problems confronting the warehousemen in various other sections are as follows: Minneapolis and St. Paul, Minn., and Milwaukee, Wis., labor; the unusual amount of packing offered the warehousemen at Detroit, Mich.; the shortage of warehouse space at Omaha, Neb., and Elizabeth, N. J., and the rate competition for the handling of pianos at Hamilton, Ont., Canada. The following is a brief analysis of warehouse conditions in other sections:

At Minneapolis, Minn., the merchandise space is 80 per cent occupied. The household goods plants at St. Paul, Minn., are approximately 95 per cent filled. The large household goods warehouses at Detroit, Mich., are filled to capacity. There has been a falling market for household goods moving in Detroit during the month of June. Commercial warehouses at Omaha, Neb., are approximately 100 per cent occupied, while at Providence, R. I., 75 per cent of the warehouse space is being utilized. Oil and flour are moving the greatest quantities in the latter city. Seventy-five per cent of merchandise space is occupied at San Antonio, Texas, which is a decrease of 25 per cent as compared to May. At Milwaukee, Wis., the commercial plants are 90 per cent occupied.

During June there was a falling market for household

(Continued on page 39A)



The Bekins Fireproof Warehouse at Oakland. The plant is 70 x 171 ft., and contains 86,790 sq. ft. of space. A large portion of the business handled at this plant is that of consolidating pool car shipments of household goods

Standards to Follow in Building a Warehouse Business

How Californian Used Them to Increase Business

Standards—1, Give Best Service at Lowest Possible Rate—2, Keep Firm's Name Before Public—3, Construct Plant So Movement of Goods Will Require a Minimum Amount of Labor—4, Be Open to New Methods at All Times

A PROGRESSIVE warehouseman when establishing a business usually adopts certain standards as a foundation upon which to build the business. These fundamental principles may be many or few, but no matter what their number the major ones applicable to a business in any section are four. They follow:

- 1—To give the best service at the lowest possible rate.
- 2—Keep the firm's name before the public.
- 3—To construct a plant so that the movement of goods will require as small amount of labor as possible.
- 4—To be open to new methods at all times.

These four fundamental principles have enabled a California warehouseman to increase his activities from a small warehouse in one city to three fireproof and three non-fireproof plants containing 3,500,000 cu. ft. of space in three cities. His transfer equipment has increased from seven horse vans to forty motor trucks.

The warehouse company that concluded that upon

these principles rested the success of the business is the Bekin Fireproof Storage, San Francisco, Los Angeles and Oakland. Back in the nineties, the Bekin company had adopted the first principle and went on the assumption that a customer will always continue to be a customer if he were satisfied with the service and the rates charged. Under the heading of the first principle enter all branches of the company's activities from the time the order is received until it is completed. In it is included the service given the packing, moving, checking, stowing away and the clerical department.

Standard Rate Aids

Bekins has adopted a standard rate for all classes of work. For example, the schedule for storage ranges from 2/3 to 2 cents per cu. ft., the charge being made according to the class of building, the space utilized,



The Los Angeles plant is 90 x 130 ft. and contains 70,200 sq. ft. of space. It is equipped with a platform extending the full length of the building. This plan also has two large elevators near the delivery doors

etc. The private rooms are calculated at a 15 per cent increase over the 2/3 and 2 cents, or between \$1.25 and \$25 per month according to the size. The handling charge is based on one-half month's storage charge in and one-half out.

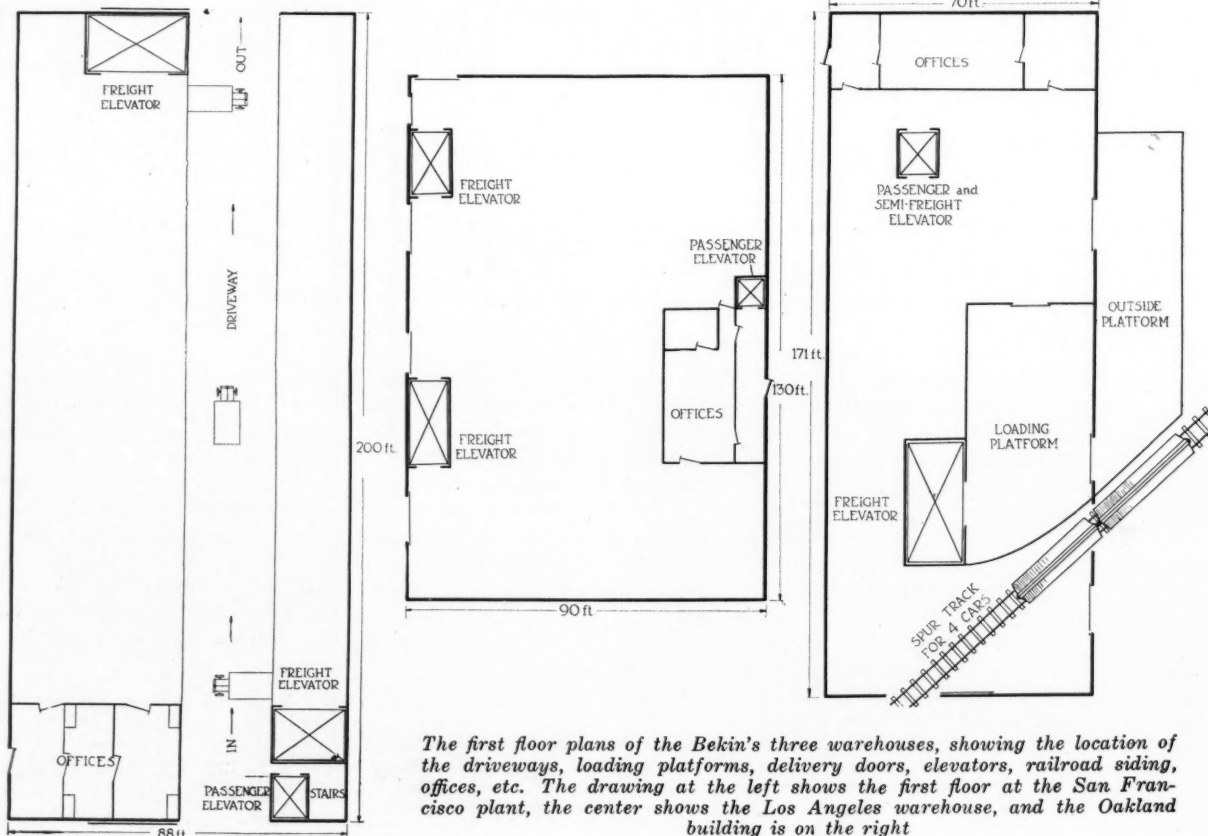
In each of the three cities, a different schedule of calculating moving charges is utilized, although all are estimated on the hourly basis. The average rate is

geographical location of the principal buildings, schools, theaters, streets, parks, etc., they also showed the location of the Bekin warehouses. This system of advertising has been utilized to the extent of distributing 100,000 maps a year from each office or a total of 300,000 maps a year from the three offices.

Advertising by means of pencils, blotters and calendars is also utilized. During the past few years, Bekins

about \$3 per hour for two men and a truck. The rates for all long distance moving are computed on the weight of the goods. A schedule was made up of all cities and towns within a radius of 200 miles, the minimum charge being based on a 3,000 lb. load plus an extra charge per cwt. over a 3,000 lb. load or minimum.

The second fundamental principle, that of keeping the firm's name before the public, was arrived at by Bekin after he had been in business only a few years. At first, 10 per cent of the gross business was spent in advertising, this amount being divided among newspapers, magazines and city maps. The city maps were placed in all hotels and prominent drug stores for distribution. These maps proved to be the best means of keeping the company's name before the public. They showed the



The first floor plans of the Bekin's three warehouses, showing the location of the driveways, loading platforms, delivery doors, elevators, railroad siding, offices, etc. The drawing at the left shows the first floor at the San Francisco plant, the center shows the Los Angeles warehouse, and the Oakland building is on the right

has reduced the appropriation for advertising to about 4 per cent of the gross business.

The third fundamental principle, that of properly laying out the loading platforms, delivery doors, railroad sidings and location of elevators when constructing a warehouse has been followed, as the location of these facilities not only affects the service given, but also regulates the income accordingly.

While Bekins has concluded that it is more economical to handle goods with a plant of a greater height and a smaller dimension than a plant containing fewer floors with a greater dimension, he has been unable to follow this idea in the construction of all of his plants because of the building ordinance at San Francisco, Oakland and Los Angeles. The building ordinance in these three cities calls for a much heavier structure for plants over six stories in comparison to a structure for a smaller type building. There is an excessive cost for seven and eight-story buildings.

The company operates six plants, three fireproof and three non-fireproof, a fireproof and non-fireproof plant being in each of the three cities. The efficient and economical movement of the goods was taken into consideration in the construction of all of the buildings.

The fireproof warehouse at San Francisco is a six-story structure, 88 x 200 ft., containing 105,600 sq. ft. of space and is equipped with a driveway extending longitudinally through the center of the building, thus enabling vehicles to be driven direct to the elevators or any other section of the first floor. The driveway also enables the loaders or truckers to handle the goods at the platform at either side. It is equipped with two large elevators, one at each end of the building near the entrance to the driveway. By having the elevators directly alongside the driveway and near the entrances, goods can be handled from the vehicles direct to



Bekins operates a fleet of forty motor trucks. Above is shown one of the company's 3 1/2-ton White trucks. Note the special arrangement of the tailgate. This has been of great assistance in the handling of heavy goods

either of the elevators with a minimum amount of labor.

The Los Angeles fireproof plant also a six-story structure, 90 x 130 ft., containing 70,200 sq. ft. of space, is equipped with a platform extending the full length of the building. Five delivery doors open onto the loading platform. The two large elevators are located directly inside the plant at the space between the doors.

The Oakland building is a seven-story structure, 70 x 171 ft., containing 86,790 sq. ft. of space. It is equipped with two loading platforms, one extending the full length of the building on the outside and the other in the building proper directly behind the outside platform. A railroad siding also runs alongside the outside platform and through the plant, flush with the inner platform. This plant has an exceptionally large number of delivery doors, one leading from the outer to the inner platform, a second one from the outer to the building proper or to the passenger and semi-freight elevator, a third one alongside the railroad siding and two others at other sections of the plant. The elevator at this plant is located directly in the rear of the inner platform.

By having the platforms, doors and elevator arranged thus, goods may be unloaded from trucks and freight cars at the same time without any congestion and with a minimum movement. The latter arrangement permits goods to be loaded or unloaded regardless of the weather conditions.

The space at the three warehouses is principally given over to private room storage. They are divided as follows:

At the San Francisco plant, 60 per cent of the space is allotted to ordinary private rooms large enough for one or two van loads, 20 per cent to exceptionally large rooms and 20 per cent to open storage.

Approximately 75 per cent of the space at the Oakland plant is given to private rooms and the balance to open storage.

About 80 per cent of the space at the Los Angeles plant is used for private storage.

(Continued on page 39G)



The San Francisco warehouse is 88 x 200 ft., containing 105,600 sq. ft. of space. This building is equipped with a driveway which extends longitudinally the full length of the plant, thus minimizing labor

TIRE MAINTENANCE

*To Insure Economy in Operation It Is Necessary to Drive with Due Consideration for the Tires
—They Represent the Costliest Item*

BY A. F. MASURY.*

ECONOMY in motor truck operation too often means gasoline saving, but saving of tire cost is equally important. On a heavy truck, tire cost and fuel cost are about equal. On lighter vehicles tire cost is slightly less than fuel cost unless pneumatics are used, where the tire cost will slightly exceed fuel cost. Why, then, should we hear so much about means of saving gasoline and so little about economizing on tires? While the two items of cost are normally of equal magnitude, abuse of tires can raise their cost out of all proportion to their normal costs and can swell this item far beyond the utmost extravagance in fuel.

It is a fortunate circumstance that gasoline waste inevitably limits the ability of the vehicle to perform and that unless the carbureter adjustment is set for reasonable economy the truck will hardly operate at all and consequently cannot consume an excessive amount of gasoline.

Tire abuse, unfortunately and to the contrary, limits

**Editor's Note—A. F. Masury is chief engineer of the International Motor Co., New York.*

the performance of the vehicle but little, and in addition it gives rise to increased chassis maintenance cost and even increased fuel cost. It is no uncommon sight to encounter a truck whose owner is extremely particular about his carbureter adjustment, who employs the latest air-warming devices and insists that the engine be shut off at each stop, but with tires cut and slivered, wheels out of line and running on car tracks. A truck will actually consume less gasoline without a governor than with one, but removal of the governor and consequent overspeeding of the chassis imposes a heavy toll on tires.

The Penalty of Carelessness

Commonest among tire abuses are overloading, overspeeding, running in car tracks, neglecting cuts and tears, spinning, skidding and sliding the wheels, and wheel misalignment. Overloading overstresses the tires beyond their elastic limit, utterly destroying the life of the rubber and the durability and cushioning ability of the tires. Overspeeding, even with a light load has the same effect, since the increased speed causes the impact of the tire on road bumps to be magnified. Running over a bump at twice normal speed pounds the tire eight times as hard and consequently may overload it at one spot 400 per cent.



The result of skidding around a corner — a ruined tire



Overloading as effectually destroys tires as it does all other portions of the chassis. Note peripheral crack near the base and separation of tire at base



What happens to a tire when the wheels are out of alignment



This disintegrated tire shows the result of continuous overspeeding



A tire which has been wrecked by habitual driving in car tracks



Hangnails, cuts and minor injuries result in ruin-ation if neglected

Running in car tracks simply cuts the tires by centering the pressure at one point instead of evenly over the tread, as is proper. The edges of the rails, particularly of the guard flanges of street-car tracks become sharpened by the friction of the car wheels and running tires over them is much like running them over the edges of steel knives.

When solid tires are cut or torn by glass or sharp stones, the rubber slivers, much as the cuticle of the finger on a hangnail. Anyone who has been troubled with this annoying condition knows that if allowed to go without attention, the hangnail will split further until it becomes exceedingly painful and results in an enduring disfigurement of the finger. If it is promptly cut close to the flesh it will soon heal and disappear. Similarly slivers on solid tires should be promptly cut off entirely as soon as they appear. Care should be observed that a clean notch just below the end of the tear is made. If the sliver is left on, it will contribute nothing to the strength of the tire, but will continue to flap and the tear will extend until half the tread width is torn loose.

Loss of Traction Means Tire Trouble

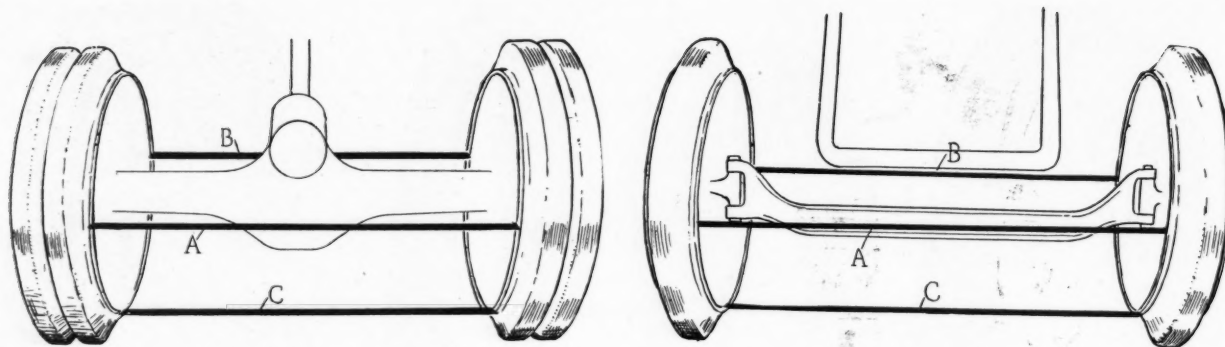
Spinning and sliding the tires in starting and stopping and skidding in rounding curves also have a serious destructive effect. Upon loss of traction, more drivers than not will speed up their engines under the erroneous impression that this will increase traction. It actually does the exact reverse. The slower a wheel turns the better traction it has. The more gently it is started turning, furthermore, the less liable it is to slip. When a wheel begins to lose traction, the driver should

throttle down his engine rather than speed it up, retarding his spark and being ready to release the clutch to prevent stalling. In engaging the clutch it is also well to let it in gently. Low gear should be used as this will permit the wheels to be turned very slowly without so much danger of stalling the engine.

Use Brakes with Judgment

In applying the brakes, the wheels should not slide. Not only does sliding the wheels injure the tires, but it reduces the braking effect. The quickest stop is made when the wheels are just turning and the abrasion on the tires is least. Skidding on rounding curves is unnecessary. It is dangerous. It is due to turning at excessive speed. In some of our cities, such as New York, it is illegal. All of these tire abuses do untold harm to the tires. A tire is made to roll over the ground, not to slide. Sliding the wheels of railroad cars causes flat wheels. If sliding a hardened steel tire over a smooth steel rail for a few seconds can so abrade the wheel that its pounding will crack 150 pound rails, fancy the damage to a rubber tire in skidding or sliding over a road of stone or concrete.

Besides these more obvious causes of excessive tire wear, there is an insidious cause which is too apt to be overlooked. This is faulty alignment. Properly aligned, the tire rolls smoothly and with the minimum of wear, but if out of alignment, it has a combination rolling and sliding movement, which causes rapid wear and consumes power. There are two forms of faulty alignment, namely, that in which the wheel itself is out of true, so that it wobbles and that in which the wheel spindle is at an improper angle so that the wheel is con-



Left—The distances A, B and C should be equal on the rear wheels. Right—On the front wheels the distance B should be about $\frac{3}{8}$ in. less than A. C should be equal to B or about $\frac{1}{8}$ in. less

strained to a position out of parallel with the direction of vehicle motion.

Wheel wobbling is caused by strains and warping of the wood. Some of the strains which get wheels out of true can be avoided. When a truck is driven diagonally into the curb, when a corner is rounded too sharply or a boulder is struck a glancing blow, the severe lateral strain at one point of the circumference of the wheel is apt to warp it. Sometimes carelessness in applying or removing pressed-on tires warps the wheel, and in some cases a careless operator will press the tire on crooked, so that the effect on the tire is the same as a warped wheel. The remedy is to have the tire pressed off and the wheel trued by a wheelwright.

Concerning Wheel Misalignment

Misalignment of the wheel spindles is due to excessive shocks, such as running into curbs, overspeeding on rough roads and so on, which bends the axles, or the steering arms of the front steering knuckles. The destructive effect of a slight misalignment can readily be appreciated when one realizes that if a wheel is only out of line 1 degree horizontally, it must slip $92\frac{1}{2}$ feet sidewise in a mile of travel. The destructive effect upon the tire is the same as though the truck were pulled sidewise this distance by a winch. And 1 degree is only equal to about $\frac{9}{32}$ inch, on the periphery of the tire.

Alignment of the wheels can only be made true by accurately checking the distance between the wheel felloes. There are several good ways of doing this and a number of methods that are not so good.

Most motor trucks have their rear wheels dead parallel. To check their alignment, the simplest method requires two men and a tape. The end of the tape is held against the front side of the inside face on one rear wheel and the tape stretched across the corresponding point on

the opposite wheel, care being taken to have the tape level and stretched tight. The bottom points of the felloes are then checked, and then the rear points. All three of these measurements should be the same. The most common misalignment of the rear wheels is what is called a spraddle. By this is meant that the bottoms of the wheels are further apart than the tops. If this condition is found, the wheel bearings should be inspected for looseness first. If these are properly adjusted, then the axle should be straightened.

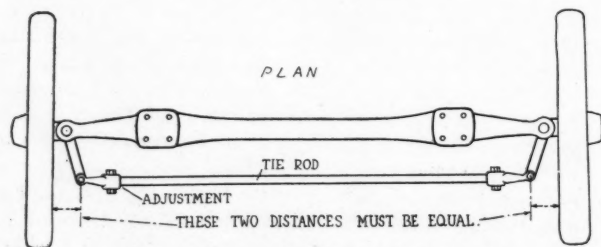
Front Wheels Should Be Adjusted

Front wheels should not be parallel. For greater strength and easier steering they are cambered. By this is meant that the wheels are further apart at their tops than at their bottoms. To correct the resulting tendency for them to roll incorrectly, they are correspondingly gathered at the front. By this is meant that their fronts are drawn in or toed-in usually about $\frac{3}{8}$ inch. Measuring as before, correctly aligned wheels will have their bottoms and their fronts about the same distance apart. The bottoms may be $\frac{1}{8}$ inch closer together than their fronts, but should not be farther apart than their fronts.

If these measurements do not check, the gather at the front may be adjusted by means of the tie-rod, which is threaded for adjustment. Before adjusting the tie-rod, however, it would be well to assure oneself that the steering arms have not been bent. This can be determined by measuring the distance from the ball or pin, as the case may be to the wheel felloes. The two arms should be the same distance from their respective wheels. If they are unequal, the one that is bent should be straightened until it is the same distance from the wheel felloe as its mate and the final adjustment made on the tie-rod.

So far, these checks apply only to the relation of the wheels with each other. Another important check must be made on the alignment of the axles with the frame. Naturally the axles should be perpendicular to the chassis center-line. This can best be checked by selecting a fixed point at the center of the frame, such as the front universal and checking the measurement from it to the nearest unobstructed point on each rear wheel. The two should be equal. If unequal, be sure that the truck is on level ground and that the two rear springs are deflected equally. This may be checked by measuring the distance from the bottom of each frame side-

(Continued on page 25)



Showing the points on the front wheels at which distances from the steering arms should be equal



Members and guests who attended the recent annual convention of the Northwest Transfer and Warehousemen's Association held at Vancouver, B. C.

Northwest Has Active Organization

To Investigate Standard System for Zone—Co-operative Purchasing Discussed—Loaning Labor

BECAUSE one warehouseman lost \$25 to \$30 on a carload of merchandise he distributed through his zone, due to his not having any definite system of estimating on the cost of the job, the Northwest Transfer and Warehousemen's Association has appointed a committee of six to investigate the possibility of adopting some standard system of computing rates.

The case in question was where a carload consigned to a warehouseman contained 8,000 pieces consigned to eighty different consignees. The warehouseman agreed to handle it at his standard rate of \$3.50 per ton and when he finished the job, he was a loser to the extent of \$25 to \$30. Once burned he decided to avoid the handling of such activities on such a basis. He therefore brought the matter before his organization, the Northwest Transfer and Warehousemen's Association, who appointed a committee of six to investigate this story.

To Investigate Standard Cost System

The Northwest Transfer and Warehousemen's Association has many other jobs on its hands, some of these being as follows:

Few transfer and storage men in the Northwest heretofore had any conception of how to compute their rates for storage or drayage according to the investment, operating expenses, etc. As a result, the association has appointed the same committee of six to investigate the advisability of adopting some standard system for the computing of rates which will enable the operator to realize a fair income on his investment.

Still another subject of importance—one which is being considered by the men in that section, is the enormous saving that would be effected were each member of the association to purchase his materials on a

co-operative basis—that is, through the headquarters of the association. While the bureau has not as yet been established, it is believed it will be within a very short period.

Association Studies Labor Condition

Labor, another subject of vital interest, is also being given much consideration by the association. An effort is being made to determine the best methods to follow to keep labor satisfied and at the same time have it render efficient service. During the past year, when there was a shortage of man power in that section, the members of the association co-operated with each other to the extent of those who were not busy loaning men to those who were busy and short of man power.

Through the efforts of the association, the handling of baggage is being accomplished on a more systematic basis, especially in the computing of rates. For example, in Aberdeen, Centralia, Portland, Olympia, Seattle, Vancouver, Tacoma and Everett the average rate for handling baggage is 75 cents per trunk and \$12 per load. The highest rate is 75 cents per trunk and \$15 per load charged at Seattle, while the lowest, 75 cents and \$10 per load is charged at Vancouver. There is a vast difference in these rates as compared to those charged a few years ago, when they ranged from 25 cents to 75 cents per trunk. There is also a vast difference in the rate charged per load as compared with that charged before the association was established.

Various other subjects are being given much thought and study by the association. Those of greatest importance are handling household goods in warehouses, shipping household goods in pooled cars and the care of the motor truck.

OFFICE EFFICIENCY

Is Essential to Successful Business

System Should Be Simple—Should Give Speed and Accuracy with Least Effort and Friction and at Least Possible Expense

JOSEPH W. GLENN*

WHAT do we mean by office efficiency? It may be defined as that system of office management and procedure which achieves its ends with the greatest possible speed, the greatest possible accuracy, the least possible effort and the least possible friction; one might add, in most cases, with the least possible expense.

Now, it is obvious that the fastest system may not necessarily be the most accurate; nor may the most accurate involve the least possible expense; so that what you eventually are looking for is a common denominator of all these virtues—a system which will combine harmoniously speed, accuracy and cheapness with a minimum of effort and of friction. That is your problem and mine; to correlate your equipment and your methods and your men so that you may obtain the desired results in the most smooth and effective way. And that problem is largely of modern growth.

In the glad, bad old days, the festive cartage man secured an order to cart goods, went out and carted them, charged a price as large as he could get—modified only by the faint twinges of an expiring conscience—and was not particular as to how he got that price.

To-day, you charge for the time and distance the goods are hauled and so on; but your customer knows exactly what he is paying for and sees that he gets it. That is a gain on both sides of the transaction; but its

accomplishment means a vast amount of record keeping on your side; a minute and exact account of every step in the service rendered. Similarly, your bookkeeping is or should be exact and up-to-the-minute.

Now all of this is not only desirable, but is quite essential in modern business; the man or the firm that

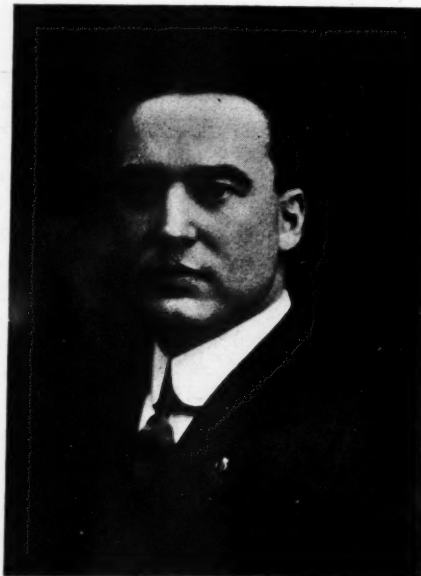
does not employ these methods and many more goes to the wall and is forgotten. So you and I have made up our minds to be modern and to be scientific and to be accurate; for it is the only way to be honest with yourself and your customer; and honesty, after all the centuries, still remains the best policy.

Now all of this detail constitutes an overhead expense; and the wise man watches his overhead with an eagle eye. You must cut down this overhead but you must not cut it too far. Your system, therefore, must be a good system but it must not be elaborate—which brings me to my first demand, what I regard as the prime essential in office methods—that is simplicity.

To my mind, simplicity is just as essential in business as it is in character, for example, or in art; other things being equal, the simple thing is better than the complex thing, merely because it is simple, because it is more easily

understood, swifter, safer and cheaper. Therefore, when the so-called efficiency expert whispers in your ear sweet dreams of new-fangled schemes that require a diagram and a guide to elucidate them, pay him his fee and send him on his way; you will save time and money.

In the carting business, you will have a bookkeeping system; and it should be your first care. It should be simple—so simple that you yourself can at any time turn to any account and find out how that account stands. It should be comprehensive—so comprehensive that it



Joseph W. Glenn

O. J. Glenn & Son, Buffalo, N. Y.

*This paper was read by Joseph W. Glenn, of O. J. Glenn & Son, Buffalo, before the National Team and Motor Truck Owners' Convention, Buffalo, June 16. It points out why an efficient office system—one which will achieve its ends with the greatest possible speed, the greatest possible accuracy and at the least expense—is an essential in the successful operation of a transfer and storage business.

should include a good method to show your costs in detail and let you know when and where you are making or losing money. It should be accurate—therefore get a good bookkeeper and cherish him to your bosom.

Individuality in Letters

You will have a correspondence and filing department. Now as to correspondence, I think all of us, at any rate most of us, are still in the kindergarten class. We write a great many unnecessary letters and they are all too long and too diffuse. When you start in business, you gradually acquire a sort of vocabulary of meaningless, perfunctory phrases; and you get into the habit—indeed it became automatic—of closing your eyes and droning out a lot of these useless forms to a stenographer, tacking on a few details to suit the occasion.

Why, you might as well use a rubber stamp.

Answer only such letters as require an answer; do it courteously and concisely; and stop. Put some of your personality into it; make it vigorous and make it mean something; and don't write at all unless you have something to say that should be said. There is an old Latin proverb—"The spoken word vanishes; the written remains."

Much Nonsense in Filing Systems

Of filing systems there is much nonsense both written and said. You are deluged with pamphlets and literature; beautiful booklets and eager salesmen clutter up your days, this cabinet is built like a battleship and that one is as safe as a bank vault. If you can afford steel cabinets, they are neater, more enduring than wood, even if they do have that tin-canny effect; but you are not going broke in the morning unless you use them.

Any system is good PROVIDED ONLY IT IS LIVED UP TO and provided your filing is done every day and done right. You can have an alphabetical system or a numerical, as best suits your convenience; either one will work well if lived up to. Above all, do not fall into the common fundamental filing error of trying to classify under one head so many names or subjects, if you want to keep record of the number of tires you buy, don't keep it under the head of Transportation; put it where it belongs and call it "Tires".

Above all, do not be too elaborate. Have the thing simple and easily understood. Some business heads have simply organized and card-indexed themselves to death; one would imagine that the business was run to keep up the card-index instead of the card-index being used as a help to the business. These various devices are your tools; the wise man uses only the tools he knows and has tried.

In recent years a great deal has been written on what is called scientific management; it has been heralded as a new science. But the Good Book is right; there is nothing new under the sun. When you come to analyze this so-called scientific management, you find that it is nothing more or less than the application of common-sense; and common-sense was as rare and precious a commodity in the days of Julius Caesar as it is today.

There are, it is true, a great many modern labor-saving devices that are useful and ingenious things. Adding machines and typewriters are no longer regarded as experiments; they have proved their worth.

The same may be said in a large business for such instruments as check-protectors, dictaphones, intercommunicating telephones, and so on. But it should always be remembered that these things, their cost and their maintenance keep up your overhead—that dealy overhead which is the Plimsoll mark of the solvent business.

The Ideal System

The ideal office system will keep in an easily accessible way, complete and up-to-the-minute records of your varied individual transactions. It will provide, too, an immediate showing of your vital statistics, your costs, your receipts, your credits and your debits, your cash, your loans and your borrowings. The more accurately and quickly it can do this, the more closely you have realized that phantom which we pursue and which often pursues us and which is called office efficiency.

Tire Maintenance

(Continued from page 22)

rail to the axle. If unequal, a jack may be used to raise the low side of the axle to the same height as the other side. The measurement to the universal can then be repeated. If it is found to be still unequal, the cause will be found either in unequal radius rod adjustment, or if no radius rods are fitted, in loose axle spring clips which have permitted the springs to shift.

At the front a similar check may be made from some central point on the crankcase to opposite points on the wheels.

Too many motor truck users neglect to check their wheel alignments until the occurrence of an accident or other cause that necessitates a serious repair. Misalignment is apt to result from minor causes in daily service and unless frequently checked may go unnoticed, bringing about excessive tire destruction without readily apparent cause.

A. F. Masury is correct in his contention that tire wear is a more costly factor in motor truck operation than fuel. In figures of motor truck cost of operation recently obtained from a Philadelphia organization the tire cost per year on a 5-ton truck was \$1095; the gasoline cost was \$693.16. The biggest item in truck operation is the driver cost, which, in this case was \$1,560.60. The cost of the driver is much more than his nominal salary. He is partly responsible for the needless tire wear. To an extent he is responsible for overhaul charges and depreciation. In the 5-ton truck in question, garaging for one year cost \$300; overhauling, \$379.60; insurance, \$3.77; depreciation, \$3.91, and interest, \$3.61.

With another 3½-ton truck, which is one of a fleet of six, the tire costs for the year on the six averaged \$1,157. The gasoline cost for the same period averaged \$720.

The importance of thinking tire economy as well as fuel economy is a prime essential in efficient motor truck operation.—EDITOR.

Warehousemen and Growers to Meet

The representatives of the various warehouses and the growers located in and about Owensmouth, Cal., will meet within the next few days for the purpose of perfecting an organization to assist the growers in that section in the marketing of their present crops and those which may be grown in the future.

Merchandise Handling Charge Too Low

Immediate Revision of Rates Imperative says S. M. Woodson, President of the Central Warehousemen's Club

*Semi-Annual Meeting of Central Club Devoted to Perfecting Methods of
Computing Rates and the Revision of Warehouse Rules and Regulations*

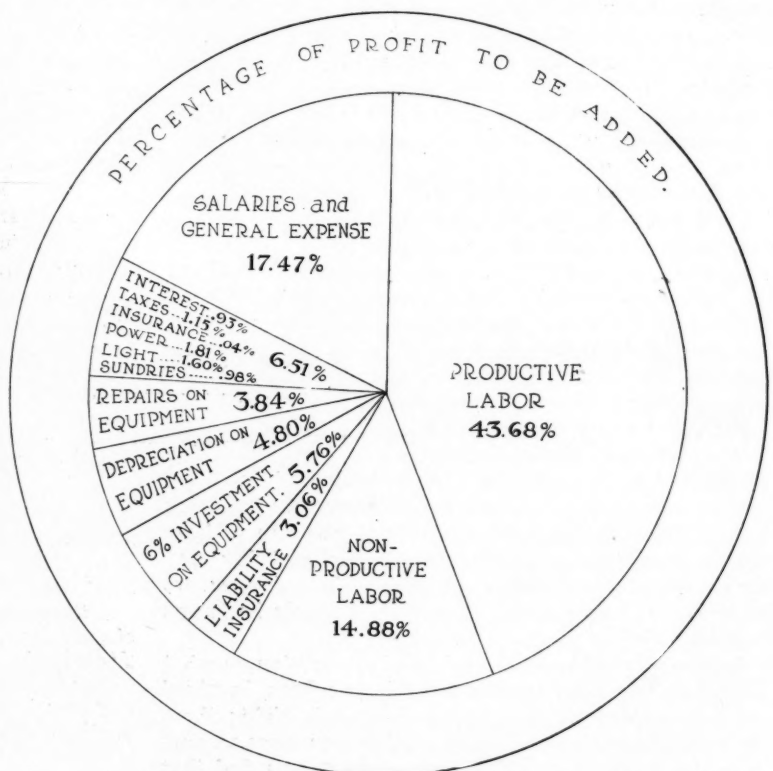
CHICAGO, ILL., June 19.—The rates charged for handling merchandising in and out of warehouses are entirely too low, and should be immediately revised, according to President S. M. Woodson of the Central Warehousemen's Club, speaking at the semi-annual meeting of the club held at Hotel LaSalle, Chicago, Ill., June 18 and 19.

While the charges for handling goods are too low, President Woodson believes that the charges made by members of his association for the storage of merchandise have in the main been sufficient to show a reasonable profit, but the committee, which has been working on the question of rates, has reached an opposite conclusion with regard to handling the goods.

That members are showing a profit in the gross business handled, President Woodson says, is undoubtedly due to the fact that the money which is lost on the handling of merchandise is absorbed by the storage income. In order to overcome this fault, it was deemed advisable to get first hand information from the Massachusetts Warehousemen's Association pertaining to the data and cost systems that that organization worked out. To this end, an invitation was extended to John L. Nichols, treasurer of the Merchants' Warehouse Co., Boston, and S. G. Spear, treasurer of the Terminal Wharf and Railroad Warehouse Co., Boston, to address the meeting on this subject.

The two sessions of the opening day of the semi-annual meeting were devoted to perfecting methods of computing rates and to the revision of the rules and regulations under which the warehousemen, who are members of this organization, will operate. Owing to the character of the work which this organization has undertaken during the past few years, it is rapidly gaining reputation as an educational institution and its members, in attending the meetings of this association, come with a very earnest intention of not

only learning something that will be useful to them in the operation of their business but of taking an active part in furthering the methods of scientifically computing rates for storage and handling of merchandise. Although many of the members of this organization are storing both merchandise and household goods, the association was organized as a merchandise warehousemen's association and its meet-



Cost Record of Handling Charges

THIS diagram is produced from the cost records of the warehouse handling charges of the Terminal Wharf & Railroad Warehouse Co., Boston. It shows graphically why it is necessary to add an average of 125 per cent to the productive labor handling cost in order to show profit. It will be seen from this record that the productive labor cost constitutes only 43.68 per cent of the total cost from handling goods in and out of the warehouse

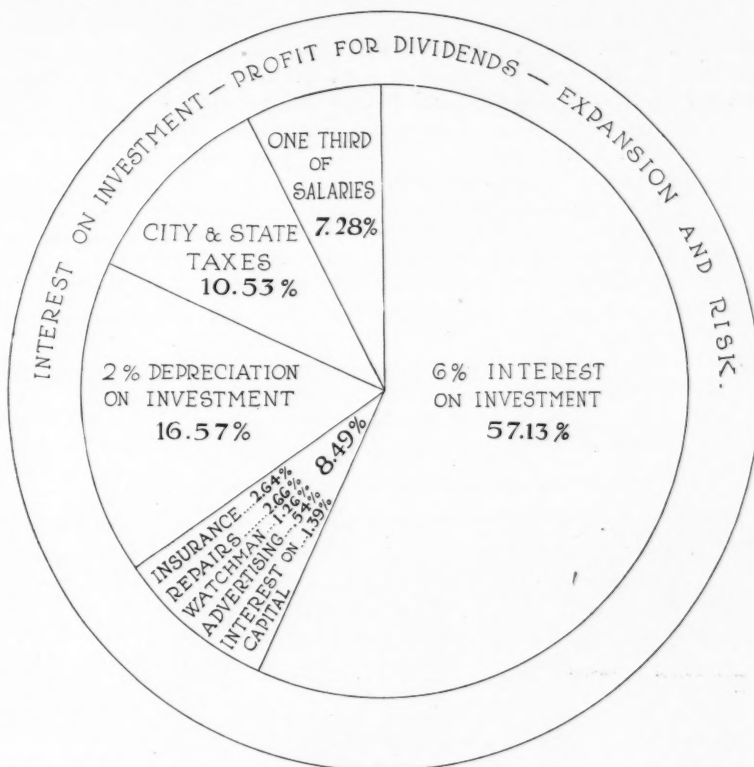
ings are entirely devoted to this phase of the industry.

John Bekins of the Omaha Van & Storage Co., Omaha, Neb., who has been acting as chairman of a committee to revise and perfect the base rate table which is now being used in computing storage rates, was the leader of the discussion on the changes to be made in this table. The aim of the association is to obtain perfection in the base rate table and that in order to do this it will be necessary for the members to study this table and to suggest improvement. More important, however, than this is the necessity for the members to apply this method of computing rates in order to become familiar with the information contained in this set of tables. In Mr. Bekins' opinion, greater benefits will accrue to the association if the men in the industry work out the correct method of arriving at storage charges themselves rather than to leave it to public accountants and actuaries. All rates will be based on the table which accepts as a standard height, the piling of goods 7¼ feet, although Mr. Bekins thinks that eventually the 6-foot piling will become the standard. This will be particularly true in the piling of all goods which remain in storage for short time periods because labor is so costly that higher piling is not profitable.

George Hamley, secretary of the Central Warehousemen's Club and president of the Colonial Warehouse Co., Minneapolis, stated that the application of the means of computing rates contained in this storage base rate table is absolutely essential to the business success of the members; that at present this table constitutes the only scientific means at their disposal at the arriving at rates which are both fair to themselves and to the public. He admitted that many of the members had found much difficulty in the past in applying this means of computing rates but urged every member to continue the study and application of this method assuring them that sooner or later this table will become not only intelligible but clear. The aim of this association in this work is to obtain for every member an income of 6¼c per square foot per month from the storage space in his warehouses and this gross earning is based on a floor load carrying capacity of 250 pounds per square foot and a piling height of 7¼ feet. He advised the members to take into account the risk assumed in accepting valuable goods and the merchandising value of the space in their buildings.

The question of revising the rules and regulations under which the men have been operating was then brought up and the set of rules and regulations given herewith were officially adopted.

The Thursday morning session was opened by an address by John L. Nichols, treasurer of the Merchants' Warehouse Co., Boston. "Four years ago," began Mr. Nichols, "none of the warehousemen in New England had any definite knowledge of earnings." He gave some



Cost Record of Storage Department

THE figures in this diagram were taken from the 1918 cost records of the Terminal Wharf & Railroad Warehouse Co., Boston. They show to what percentage of the total cost of conducting the storage department each expense item bears. The outer circle indicates interest on investment, profit for dividends, expansion and risk. This is, of course, the amount to be added to the actual cost of doing business and constitutes the profit. This percentage is optional and is governed by the margin of the profit desired.

very definite data regarding the results which he obtained through the application of the system of cost accounting worked out by the members of his association in co-operation with public accountants and efficiency engineers. The earnings in his own warehouse have increased during this period from 27c per square foot per year to 57c and to-day his customers are better satisfied with the service which he can give because he can demonstrate to them exactly why these increased charges are made.

May Increase Rates Again

"Four years ago," according to Mr. Nichols, "there was not a warehouse in New England that had any definite knowledge of its earnings. Recently the members of this association in a joint meeting with the representatives of the Wool Dealers' Association, were able to secure satisfactory increases in the rates for handling and storing wool, solely because these members were able to produce absolute cost figures on the handling and storing of this commodity."

Mr. Nichols also stated that although they have made several increases in the rates during the past few years, another increase will be made soon because property values have increased and labor is costing more. Mr. Nichols advised the members of the Central Warehouse-

men's Club not to make rates as an association but suggested that individual members base all rates on the annual cost records produced from the application of a modern cost accounting system. With this knowledge and a proper distribution of the overhead expense, plus a fair profit, a rate is obtained that will be just, both to themselves and to their customers.

Mr. Nichols referred to the old conception of business in New England when the main idea seemed to be to drive out all competition by accepting business at the lowest possible rate. That this conception of doing business is wrong as has been proved by the additional profits which have been made through the application of the new standard of business where the central idea is to co-operate with the competitor. Mr. Nichols has discovered that he can make more money when his competitor is making money.

Urge Installation of Cost Accounting System

The study of cost accounting began with the Massachusetts Storage & Warehousemen's Association three years ago. The first appropriation for this work was \$500.00 which was quickly expended. This appropriation was then followed by an assessment of \$15.00 per month on each of the twenty-four members of this organization, and this assessment is still in effect. As a result of this work, the members of this organization no longer have anything to conceal from each other—their books are open to any member or competitor and the co-operation is perfect. Instead of considering all competitors as enemies they have been brought together and confidence in each other is established. It is Mr. Nichols' opinion that in any city or locality where a half dozen or more warehousemen can get together, that

more benefit can be accomplished than through a large association. In concluding he urged that the members of the Central Warehousemen's Club install in their business organizations, immediately, a thorough cost accounting system.

The Thursday afternoon session was devoted entirely to an address by S. G. Spear, treasurer of the Terminal Wharf and Railroad Warehouse Co., Boston, who brought with him the data he has been gathering from the cost records of his own company and produced figures to show the beneficial results obtained by the new system of cost accounting.

"Although the Massachusetts Warehousemen had been accused of being entirely too theoretical," said Mr. Spear, "they had put this theory into practice and have produced concrete results which have more than warranted the effort. In fact, the application of this cost accounting system has turned loss into profit and is making the warehouse business in New England as respectable as the banking business."

He explained that in the beginning, the installation of a cost system in the warehouse business is very similar to a cost accounting system used by the factory. The chief benefit to be derived through proper accounting, is in the proper distribution of all expense items to the end that each department of the business shall earn a profit. In his own business a very high proportion of the total expense has been found to be rightly charged against the cost of handling goods. From the results obtained from the records of his company for 1918 Mr. Spear produced the charts shown on pages 26 and 27 to give the members some conception of the correct percentages of the storage cost and handling cost in their business.

Rules and Regulations Under Which the Members of the Central Warehousemen's Club Will Operate

Handling Charges.—The handling charges scheduled herein cover the receiving of merchandise in good condition from wagons or cars at the warehouse, handling into the warehouse and making delivery to shipping platforms. These charges do not cover any additional labor required in weighing, sorting, inspecting, recording weights or gauges, cooerage or delivery on to wagons or into cars. Handling charges will be billed with the first month's storage charge.

Storage Charges.—The rates of storage are per month or part thereof, dating from receipt of the first package, and cover from that date up to, but not including, same date of the following month. Or at option of both parties, that storage be charged from 1st to 1st of each month, figuring all cars received up to and including 16th of month a full month rate, and after the 16th to end of month a half a month charge. All charges are due and payable monthly in advance and the warehouse may refuse delivery of goods until same are paid. When changes are made in charges, the new rates will apply on all goods received on or after the effective date, and upon the next monthly billing date upon all goods in storage on the effective date.

Expiring Dates.—When goods in storage are transferred on the books of the

warehouse from one party to another, a new contract is made and a new storage date established on the date of transfer. When goods in store are ordered to be loaded out by car, a reasonable time shall be given the warehouse to secure railroad equipment and inability of the warehouse to effect delivery before expiring storage dates shall not prevent assessing the storage charge for another month.

Notice of Removal.—Unless otherwise provided for, all commodities are stored on month to month contracts, and reservation is made of the right to require the removal of any lot upon thirty days notice from the next storage date.

Liability Exemption.—All goods are held by the warehouse company as warehousemen, and further are at owner's risk of loss or damage caused by fire, wind, water, sprinkler leakage, rats, mice, vermin, leakage, or providential causes, or by enemies of the government, or mobs, or breakable goods not properly packed, or from any cause beyond the control of the warehouseman. The owner of the merchandise stored with the warehouseman must pay the full storage accrued on all goods damaged or destroyed by such causes.

Excess Value.—The rates named herein are based upon a value of not to exceed \$5.00 per cubic foot, and warehouse

company assumes no liability beyond this amount, unless a higher value is declared. On commodities of greater value an additional charge of one-tenth of one per cent of the value will be made.

Small Lots and Varieties.—When the volume of goods received or remaining in storage in one lot is such that the applied storage rate amounts to less than \$3.00 per month on each brand, mark or variety, there will be an increase of fifty per cent in the listed storage rate, but the increase will not be computed higher than \$3.00. When this company is required to store merchandise in such a manner as to enable it to deliver packages by serial number, individual style number, or what is commonly known as "Individual Package Delivery" the labor charge and storage rate will be doubled.

Minimum Billings.—The minimum handling charge per lot will be 25c. The minimum storage charge per lot will be 25c per month or part. The minimum monthly charge to one account for storage and handling will be \$1.00. This charge will apply also to each account when one customer has several accounts, each requiring separate records and billings.

Excess Deliveries.—Handling rates listed herein permit one delivery without extra charge for each ton of goods re-

(Continued on page 39G)

Bonus Systems and Profit-Sharing Plans as Used by Members of Illinois Assn.

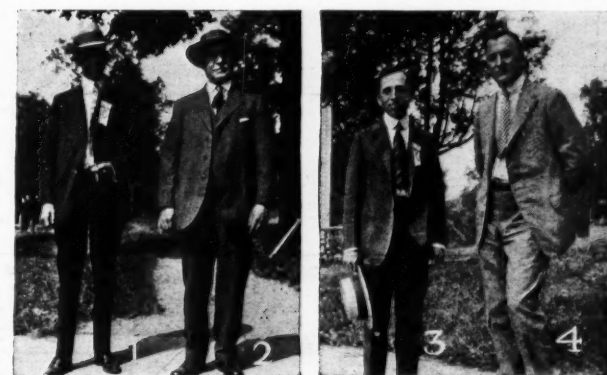
*Intercity Shipments, Co-operating with Chambers of Commerce
and Kindred Bodies and Return Loads Bureaus
—Other Important Topics Discussed*

Continued from page 11

E. A. MURDOCK of the Murdock Storage & Transfer Co., Pittsburgh, explained the bonus system which they have had in practice for sometime, of adding to the payroll each week a percentage of the payroll from the business funds, which is held until Christmas and divided among the men who have worked during the entire year. Buell Miller, Philadelphia, told of the system which he has installed, which the men seem to like very much, and that is of giving the men a vacation, on full wage, equivalent to one day for each month of perfect attendance. Thomas Jackson, of Chicago, has given any man in his employ the privilege of purchasing stock in the company at par value, this stock to be paid for at the rate of one or two dollars per week and deducted from the man's wage. A. B. Compton of The Lincoln Fireproof Storage Co., Dayton, O., states that he sets aside a fund equivalent to 5 per cent of the earnings of each man and this is distributed at the end of each 6 months.

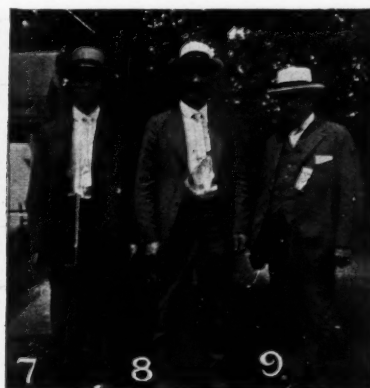
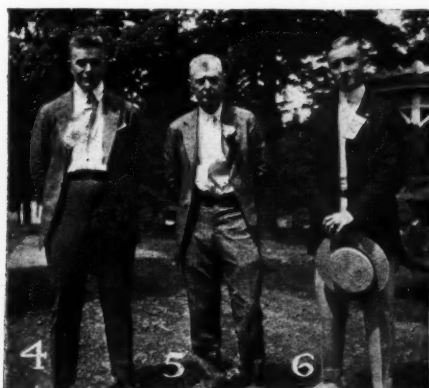
Carry Insurance for Employees

L. H. Halverson of The Boyd Transfer & Storage Co., Minneapolis, explained the system of carrying life insurance for each man in the organization. A \$1,000 policy is taken out for each man and this is increased \$100 at the end of 12 months with later increases according to the length of service. A man in his com-



1—G. W. Orr, Danville Transfer & Storage Co., Danville, Ill. 2—J. W. Emerson, Emerson Truck & Storage Co., Battle Creek, Mich. 3—Buell G. Miller, Miller North Broad Storage Co., Philadelphia, Pa. 4—R. O. Jackson, Frank Shellhouse Fireproof Storage, Indianapolis, Ind.

pany also receives a bonus of \$5 per month at the end of 8 months of service, from which is deducted 50 cents for each day that man is absent without reasonable excuse. A. W. Reusch explained the bonus system used by The Mathews Storage Co., Charleston, W. Va., through which 10 per cent of the wage of each man is added and paid each week for a perfect record in punc-



1—William F. Hahn, Chelsea Fireproof Storage Warehouses, Inc., New York City. 2—Grover McHugh, Electrical & Specialty Supply Co., Chicago, Ill. 3—George N. Winkler, John Winkler's Sons, Inc., Far Rockaway, N. Y. 4—T. E. Cathcart, Jr., Cathcart Transfer & Storage Co., Atlanta, Ga. 5—George Delcher, Delcher Bros. Storage Co., Jacksonville, Fla. 6—A. H. Laney, Delcher Bros. Storage Co., Jacksonville, Fla. 7—William J. E. Schaus, United Fireproof Warehouse Co., Milwaukee, Wis. 8—J. P. Woodworth, Woodworth Transfer & Storage Line, South Bend, Ind. 9—F. P. Phillips, Columbia Storage Warehouse, Chicago, Ill.

tuality and attendance. This system was adopted to overcome the holding up of transfer equipment through the tardiness of the men in the morning.

In all the discussion it was brought out that each one of these systems has some advantage and yet the majority of the men present seem to believe that the paying of a fair wage is a sufficient inducement to good work. The bonus systems and profit sharing plans they have been practising have not seemed to increase the effi-

ciency of the good men and the poor workers do not take interest enough in the plan to make a gain in the actual efficiency.

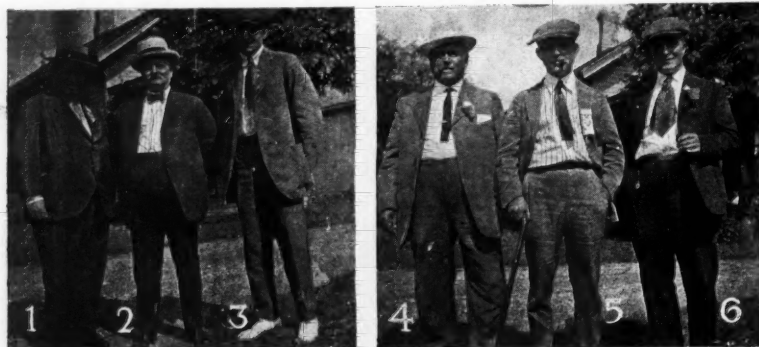
A topic of vital interest to all of the members of the association, that of shipping goods to correspondents, was treated in a paper read by H. L. Halverson of Minneapolis. The chief feature in this work has always been a question of whether or not all charges for storage, packing and freight should be collected prior to shipment or left to the receiving warehouseman to collect. Mr. Halverson brought out the point that in localities where the service is charged for on the basis of time and cost of materials it is impossible to make collection for this service until the work is finished. In this case, almost invariably, the owner of the goods has gone on to the city in which he intends to live and it is, therefore, more convenient to collect these charges through the receiving warehouseman.

Producing New Customers

Some years ago, Mr. Halverson stated, the receiving warehouseman was very likely to consider that he was doing a favor to the shipping warehouseman in receiving these shipments and making these collections, but today all warehousemen are not only glad to receive these shipments but are advertising for this business, realizing that there is not only a substantial profit in the initial handling of these goods, but that it also constitutes an introduction to a new resident of their city and, therefore, if the work is handled satisfactorily, it produces a new customer for the receiving warehouseman.

He stated that a large percentage of the warehousemen are very careless in sending specific instructions to the receiving warehouse and suggested that every shipment not only be sent under the proper bill of lading but carry very definite instructions regarding the disposition of goods at destination and particularly regarding the money to be collected. Household goods shipments with money to be collected should never be sent under a straight bill of lading but should be sent direct to the receiving warehouseman to the order of the shipping warehouse on the account of the owner of the goods and should carry the full street address of the receiving warehouse.

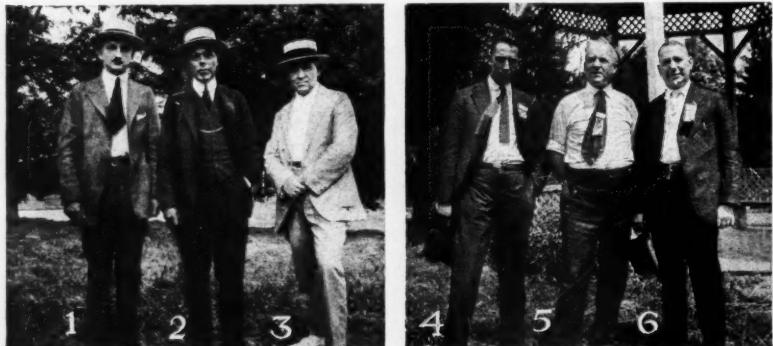
This paper was followed by a lengthy discussion in which were brought out many valuable points regarding the intercity shipment of household goods. This discussion is too lengthy to digest in this first report and will



1—E. H. Depenthal, Depenthal Truck & Storage Co., Toledo, Ohio. 2—T. L. Morton, Model Storage Warehouses, Newark, N. J. 3—Paul Polsen, Polsen Fireproof Storage, Chicago, Ill. 4—A. C. Muntz, Elgin Storage & Transfer Co., Elgin, Ill. 5—Walter M. A. Glaser, Polsen Fireproof Storage, Chicago, Ill. 6—Charles S. Morris, Metropolitan Fireproof Storage Warehouse Co., New York City



1—J. S. Kulgallen, Joyce Bros. Fireproof Storage Co., Chicago, Ill. 2—George A. Rutherford, Lincoln Fireproof Storage Co., Cleveland, Ohio. 3—W. Walter Dolan, Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa. 4—James A. Muray, Empire Express Storage & Van Co., Chicago. 5—John G. Martin, Judson Freight Forwarding Co., St. Louis, Mo. 6—E. C. Shaner, Judson Freight Forwarding Co., Chicago, Ill.



1—Paul A. Reusch, Evanston Fireproof Warehouse, Evanston, Ill. 2—G. Washburn, Chicago, Ill. 3—G. B. Anderson, Tredale Fireproof Warehouse, Evanston, Ill. 4—R. T. Orcutt, The Orcutt Storage Co., St. Louis, Mo. 5—Thomas Snyder, Secretary Indiana Transferrers' Assn., Indianapolis, Ind. 6—Julian M. Gibson, New York Storage Co., St. Louis, Mo.

be described in a special article prepared from the minutes of the meeting in a later issue of *TRANSFER & STORAGE*.

A discussion relating to the question of a Government tax that is imposed on intercity motor van removals was opened by R. J. Wood, who stated that at the present status of this law there really is no opportunity for discussion. The ruling recently handed out from Washington insists that this tax be collected on all intercity motor trucking that is done in competition with the railroads. S. C. Blackburn, President of The A. B. C. Fireproof Warehouse Co., Kansas City, Mo., brought out the fact that between his city and Kansas City, Kans., the railroads will not accept shipments, therefore, he is collecting no tax between these two points.

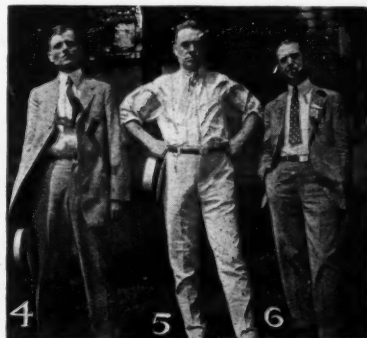
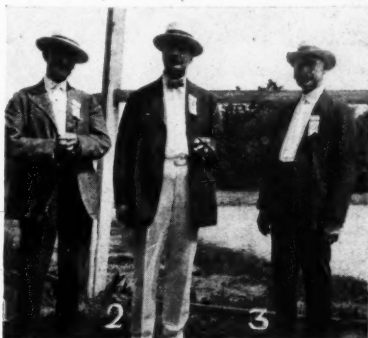
Intercity Moving Tax

It was further brought out that it is not necessary to collect the 3 per cent tax between any two cities that have no freight tariffs filed with the railroad commission in Washington. Charles S. Morris, President of The Metropolitan Fireproof Storage Warehouse Co., New York, stated that in his city all of the men in the industry are at present collecting the 3 per cent tax on intercity removals but the general belief is that this work is not strictly competitive with the railroads because of the additional service rendered by the warehousemen and because of the fact that these goods can be transported in vans without being specially packed or crated whereas the railroad insists that household goods be crated and properly packed before they will receive them. This question will be again placed before the collectors of this tax in Washington by the Van Owners Assn. of New York through Barry Mohun, attorney for The American Warehousemen's Association to the end that a revision of this ruling may be obtained.

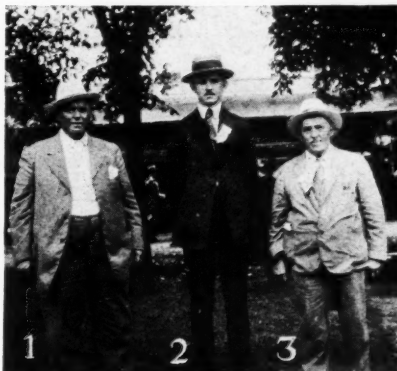
Thomas Snyder, Secretary of The Indiana Transfermen's Assn., Indianapolis, Ind., gave a talk on the work which has been accomplished through that organization in co-operation with the Chamber of Commerce, the Highways Transport Committee and other allied organizations in the State of Indiana. Mr. Snyder in talking on the benefits to be derived in this connection through the organization cited the benefits obtained through the Bakers' Organization, the Cannery Assn. and other similar associations. The Indiana Assn. has obtained some beneficial city ordinances and defeated injurious legislation, saving thousands of dollars to

the transfermen of Indianapolis by forcing the elevation of tracks, in order to overcome the loss of time in waiting for trains which pass through the city.

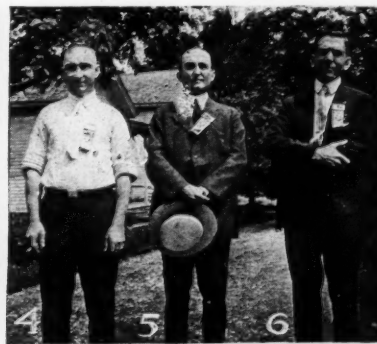
In speaking of the return loads movement in his city he told how he had secured the co-operation of The Chamber of Commerce and The Highways Transport Committee, both financially and through active co-operation, and with this backing is now establishing an office that will be devoted to the securing of return



1—Joe Ardaple, Joe Ardaple Transfer & Storage, Lafayette, Ind. 2—J. H. Ring, Bekins Household Shipping Co., Chicago, Ill. 3—G. A. Foster, Garfield Park Storage Co., Chicago, Ill. 4—E. M. Bond, E. M. Bond Fireproof Storage Co., Nashville, Tenn. 5—N. J. Cummins, Cummins Storage Co., Canton, Ohio. 6—P. A. Dolle, The Fireproof Warehouse & Storage Co., Columbus, Ohio.



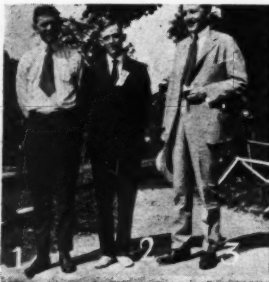
1—A. C. Muntz, Elgin Storage & Transfer Co., Elgin, Ill. 2—A. C. Dengler, Petersen Express & Van Co., Chicago. 3—J. S. Wagner, Wagner Transfer & Storage Co., Springfield, Ohio. 4—Frank W. Stacey, Stacey Auction & Storage Co., Cincinnati, Ohio. 5—George E. Turner, Turner Moving & Storage Co., Denver, Colo. 6—H. F. Sharratt, Sharratt Storage, Madison, Wis.



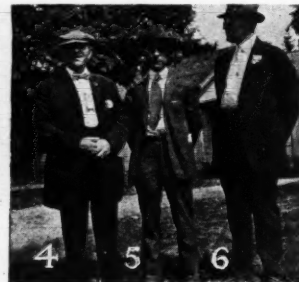
1—William E. Good, William E. Good Transfer Co., Dayton, Ohio. 2—Martin O. Peterson, Park Fireproof Storage Co., Chicago, Ill. 3—M. W. Fay, Fort Wayne Storage Co., Fort Wayne, Ind. 4—F. X. Zech, Detroit Storage Co., Detroit, Mich. 5—Henry T. Lowe, Wendell & Lowe Transfer & Storage Co., Colorado Springs, Colo. 6—A. M. White, White Transfer & Storage Co., Fort Dodge, Iowa.



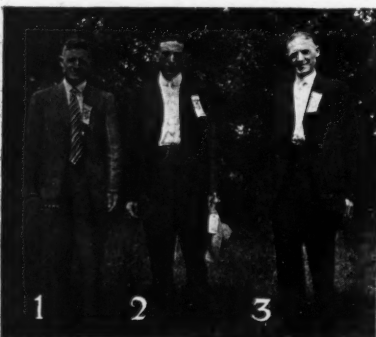
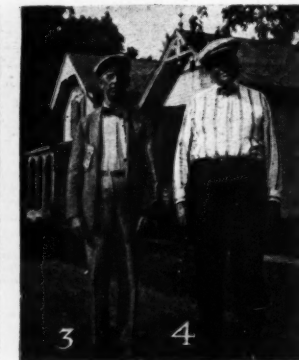
1—George Hamley, Colonial Warehouse Co., Minneapolis, Co., Kansas City, Mo. 2—William M. Le Moynes, Park Fireproof Storage Co., Chicago, Ill. 4—James F. Keenan, Haugh & Keenan Storage & Transfer Co., Pittsburg, Mo.



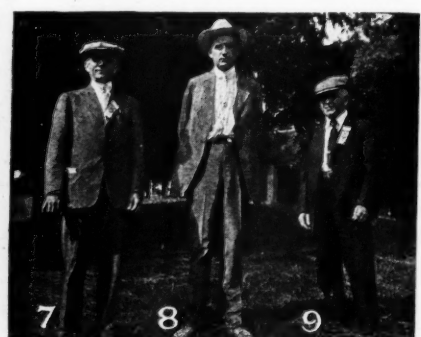
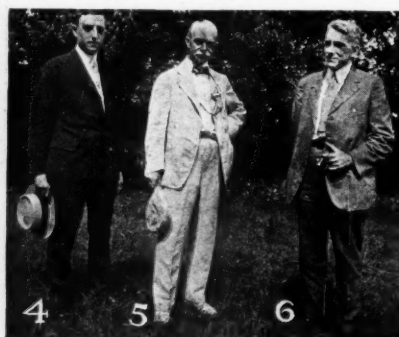
1—M. H. Kennelly, Fort Dearborn Fireproof Storage Co., Chicago, Ill. 2—Earl C. Iredale, Iredale Fireproof Warehouse, Evanston, Ill. 3—William D. Leet, Transfer & Storage Magazine, New York City. 4—Max Ladewig, Kenosha Storage & Warehouse Co., Kenosha, Wis. 5—S. M. Woodson, D. A. Mory Transfer & Storage Co., Kansas City, Mo. 6—S. C. Blackburn, A. B. C. Fireproof Warehouse Co., Kansas City, Mo.



1—Floyd R. Bekins, Bekins Fireproof Storage, Los Angeles, Cal. 2—John E. Withers, John E. Withers Transfer & Storage, Miami, Fla. 3—F. A. Todd, Indianapolis Warehouse Co., Indianapolis, Ind. 4—Frank H. Hebard, Hebard's Storage Warehouses, Chicago, Ill.



1—A. W. Hillier, Hillier's Fireproof Storage & Transfer Co., Springfield, Ill. 2—Robert M. Jenkins, Union Transfer & Storage Co., Madison, Wis. 3—Theodore H. Sandhagen, Hebard's Storage Warehouses, Chicago, Ill. 4—J. Darmstadt, Chicago, Ill. 5—J. H. Troyer, North Shore Fireproof Storage Co., Chicago, Ill. 6—Ed. Weber, Federal Fireproof Storage Co., Chicago, Ill. 7—W. R. Kissick, Neal Fireproof Storage Co., Cleveland, Ohio. 8—Ed. Zwiers, Traffic Club, Chicago, Ill. 9—M. D. Snedcor, Midway Fireproof Storage Co., Chicago, Ill.



loads for the transfermen who work out of or in Indianapolis and establishing of rural motor truck express routes. He said that business men in his community realize that the motor truck is today the greatest factor in the distribution of goods and that distribution is the greatest problem the wholesaler and the manufacturer have.

Abolish Name Return Load Bureau

Charles Morris of New York suggested that the name Return Loads Bureau be abolished and that such an office be known as a Service Bureau instead, because, in the work which the Van Owners' Association of New York has done toward the securing of return loads, there has been an unusual tendency to cut prices in this work, which takes away from some transferman a job which otherwise would be handled at a legitimate profit.

Morrison C. Wood of Chicago read a paper entitled "What Do You Know About Your Business"? This paper was devoted to modern accounting in the warehouse industry, a subject of intense interest to every man in the field. For many years this question of uniform accounting systems and standardized practices has been brought up at each meeting but until this year there has been no accountant to devote his entire time to devising a proper system of accounting for the warehouse industry. Mr. Wood comes to the industry, not only as an accountant, but an accountant with a thorough knowledge of the transfer and storage industry, and in this way his investigations will have an unusual interest to every man in the industry.

Mr. Wood has devised a complete system that divides the business into definite departments and produces for the warehouseman an exact record of the earnings of each department as well as the cost of operation in each department. Although the system itself is uniform and its adoption would bring uniformity to the accounting in the industry it is elastic enough to fit any warehousing business. He brought out especially the fact that all expense items in the warehouse business should be standardized in relation to the accounting system and that the overhead expense should be distributed over all departments of the business in proportion to the earnings of each department. He concluded his paper with the statement that a proper accounting system is not only necessary to the warehouseman in determining what rates he should charge for each service but is a protection against all fraudulent claims.

In speaking of the benefits derived from knowing the exact cost for service, Ralph J. Wood of Chicago, told of the results that were obtained from sending out questionnaires to movers of household goods in his city to ascertain cost figures. The answers to these questions revealed some startling information. For example, few movers of household goods were making a profit on this work and in one instance a firm which did an annual business of \$129,000 actually netted only \$1,824. His object in sending out these questionnaires was to obtain definite data to place before the Public Utilities Commission of Illinois in order to decide on a schedule for household goods moving.

System Brings Profits

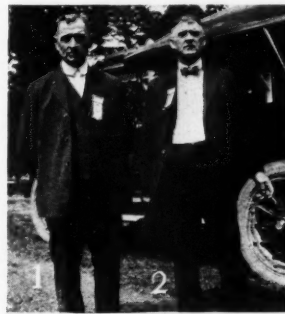
S. M. Woodson, of the D. A. Morr Transfer & Storage Co., Kansas City, Mo., a member of the American Warehousemen's Committee on cost accounting systems told of the benefits that have accrued to some members of that association who have installed the system worked out by the organization.

After this system was installed by some of the members in Boston, it was discerned that many of them had found it necessary to increase their handling costs as much as 300 per cent in order to return a fair profit.

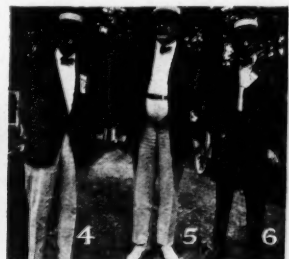
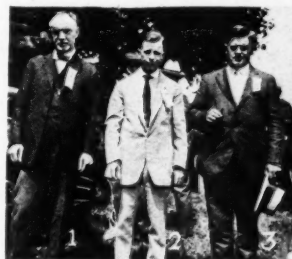
In the paper presented by James F. Keenan of Pittsburgh, on "Wearegettingours—Areyougettingyours"? He brought out the fact that the collection of cash on all work or the extension of credit means the success or failure of a business enterprise. Mr. Keenan showed by the experience of his firm that there need be no fear of losing customers by insisting on cash because this has been the practice of his firm for many years, and he stated that during 1918, his concern did not lose one cent in bad accounts, simply because credit was not extended in any case where there could possibly be a doubt of the eventual collection.

Publicity and Advertising

Personal and indirect advertising was the subject brought up for discussion by Col. Frank Shellhouse of the Shellhouse Fireproof Warehouse Co., Indianapolis, Ind., an analysis of the paper was that no one method of advertising is sufficient in the building up of a modern business yet the value of advertising to be obtained through the publicity required from wide acquaintance



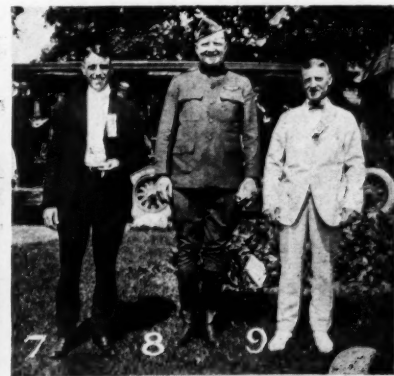
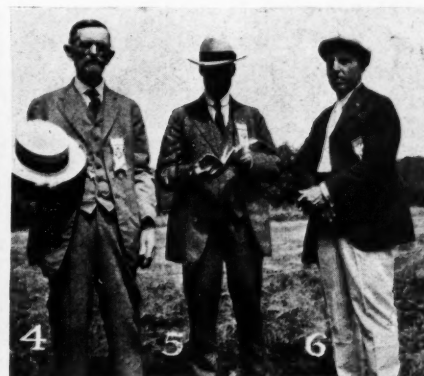
1—Louis Leritz, L. Leritz & Son, Kansas City, Mo. 2—D. T. Perky, Perky Bros. Transfer & Storage Co., Kansas City, Mo. 3—Adolph Westheimer, A. B. C. Storage & Moving Co., Houston, Texas. 4—Presley S. Shaffer, Akron Storage & Contracting Co., Akron, Ohio.



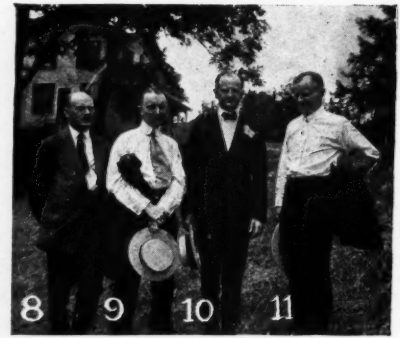
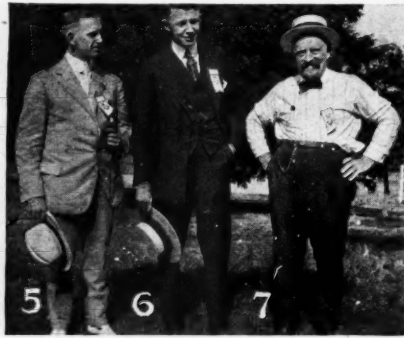
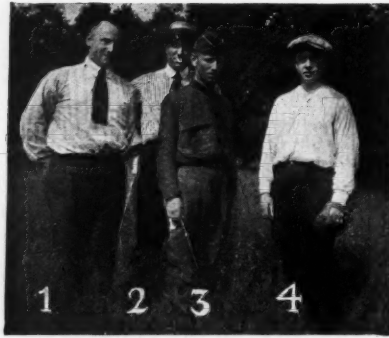
1—W. H. Turner, Lincoln Fireproof Storage Co., Cleveland, Ohio. 2—Arthur Compton, Lincoln Fireproof Storage Co., Dayton, Ohio. 3—W. J. Thompson, General Fireproof Storage Co., Toledo, Ohio. 4—S. H. Dunford, Chicago, Ill. 5—R. E. Broderic, Chicago Fireproof Warehouse, Chicago, Ill. 6—Irwin Walker, Shank Furniture & Storage Co., Indianapolis, Ind.



1—E. D. Balcom, Dallas Transfer Co., Dallas, Texas. 2—A. W. Drechsler, Drechsler Storage Co., Oak Park, Ill. 3—Charles H. Kaufman, Baltimore, Md. 4—F. S. Elston, Elston Packing & Storage Co., Grand Rapids, Mich.



1—H. S. Dunlavy, Kelly Springfield Motor Truck Co., Springfield, Ohio. 2—W. W. Cloon, Walker Vehicle Co., Chicago, Ill. 3—W. H. Collin, Empire Express, Storage & Van Co., Chicago, Ill. 4—E. W. Thompson, Thompson Transfer & Storage Co., Aurora, Ill. 5—J. Hammond Birks, Austin & Oak Park Fireproof Warehouse, Chicago, Ill. 6—L. D. Geiger, Globe Delivery Co., Lincoln, Neb. 7—H. S. Knox, Union Fireproof Storage Co., Akron, Ohio. 8—Lieut. C. G. Moore, Cleveland, Ohio. 9—H. A. Blanck, Blanck's Transfer & Storage Co., Pittsburgh, Pa.



1—L. D. David, David Fireproof Storage Warehouse, Chicago, Ill. 2—S. S. David, David Fireproof Storage Warehouse, Chicago, Ill. 3—H. S. David, David Fireproof Storage Warehouse, Chicago, Ill. 4—J. L. McAuliffe, David Fireproof Storage Warehouse, Chicago, Ill. 5—A. H. Snank, Shank Fireproof Storage Co., Grand Rapids, Mich. 6—W. H. Ruthenberg, Selle Co., Chicago, Ill. 7—E. M. Radcliffe, Radcliffe Storage Co., Grand Rapids, Mich. 8—Charles Werner, Werner Bros. Fireproof Storage Co., Chicago, Ill. 9—Herman N. Gottlieb, Werner Bros. Fireproof Storage Co., Chicago, Ill. 10—E. A. Werner, Werner Bros. Fireproof Storage Co., Chicago, Ill. 11—Henry Lutzenkirchen, Chicago Furniture Forwarding Co., Chicago, Ill.

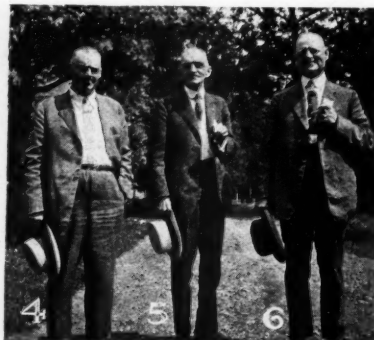
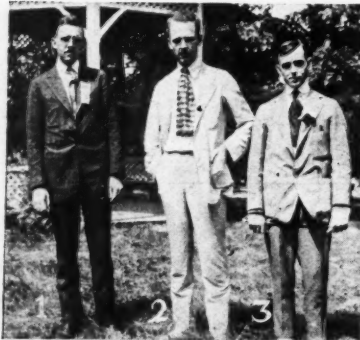
is not to be overlooked. He advised every member of the association to enter all civics activities and to become prominent in the clubs and social organizations of the community and to cultivate some hobby to such an extent that it would bring publicity in the daily press and create favorable comment.

W. W. Cloon of the Walker Vehicle Co., Chicago, talked on the advantages of the electric storage battery trucks in the moving of household goods. He brought out the fact that 85 or 90 per cent of the moving of household goods is done within a radius which can be covered by an electric truck with an economy in maintenance but

that all movers of household goods should have gasoline truck equipment, in order to handle inter-city moving. He also stated that eventually there would be battery stations between New York City and Albany and Chicago and Milwaukee, thus enabling electric trucks to cover operation of as high as 60 per cent. He acknowledged these routes.

Computing Long-Distance Moving Rates

Long distance moving rates were discussed by Buell Miller of Philadelphia, who uses a large part of his equipment for work between cities within a distance of 400 to 500 miles from his city, stated that he thought it impossible to give any formula by which a rate could be determined. He stated that from the many figures he has been able to gather on this work, he plans to get \$65 per day for a 5-ton truck and four men and that his charges recently have been approximately \$1.35 per mile for a 5-ton truck in long haul work. On return loads he makes a charge of 75 per cent of the original price.



1—H. M. Burgeson, Drexel Storage & Transfer Co., Chicago, Ill. 2—Morrison C. Wood, Chicago, Ill. 3—Ray Conway, Judson Freight Forwarding Co., Chicago, Ill. 4—H. H. Howard, Denver Transit & Warehouse Co., Denver, Colo. 5—Fred W. Graham, Merchants' Transfer & Storage Co., Des Moines, Iowa. 6—R. V. Weicker, Weicker Transfer & Storage Co., Denver, Colo.

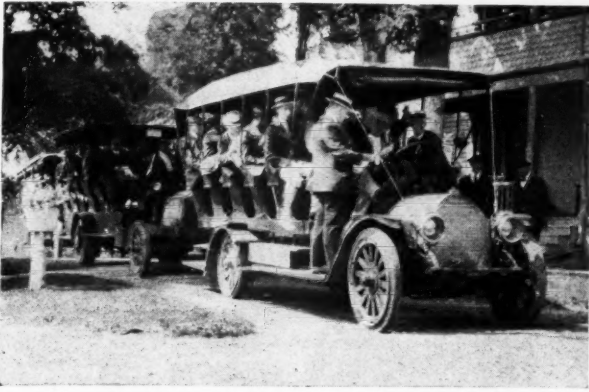


1—F. M. Meredith, Meredith Storage & Moving, Decatur, Ill. 2—L. B. McEwing, Reo Motor Car Co., Chicago, Ill. 3—W. W. Harragan, Harragan Storage Warehouses, Brooklyn, N. Y. 4—M. R. Mathews, Mathews Storage Co., Charleston, W. Va. 5—W. F. Coakley, Coakley Bros. Fireproof Storage Co., Milwaukee, Wis. 6—A. W. Reusch, Mathews Storage Co., Charleston, W. Va.

Greater Need of Co-operation

A paper on co-operation was delivered by P. J. Mills of Des Moines, Iowa. Mr. Mills spoke of the marked trend to-day in both governmental and business administrations from the autocratic form of government to the real democratic. In anticipation of this general trend of affairs Mr. Mills suggested that the men of the industry get closer together with their associates, and employees, and co-operate more than ever before, not only with the men of their own organizations, but with the members of their associations and even with their competitors.

The subject of carpet cleaning and its relation to the warehouse business was discussed by Grover McHugh of the Electrical & Specialty Mfg. Co., Chicago. During the past year, Mr. McHugh stated that he had investigated the



Members of the Illinois Furniture Warehousemen's Association about to leave the Lakeside Hotel, Pewaukee Lake, Wis., for a sightseeing trip



Howard J. Latimer, Lincoln Fireproof Storage Co., Los Angeles, Cal.; Frederic Feckheimer, Lincoln Warehouse & Van Co., Chicago, Ill.

household goods industry in thirty-four states and found a growing interest among these warehousemen in the matter of carpet cleaning. He predicted that in the future a carpet cleaning department would be a part of every progressive warehouse. He informed the delegates that a complete plant could be installed for as little as \$1,500, and that such a plant would require a space 25 x 100 feet.

Fire Responsibility

A discussion was opened by T. Y. Leonard of the Leonard Warehouse, Inc., Detroit, Mich., on the responsibility of the warehouse in case of fire where goods had been transferred from a non-fireproof to a fireproof warehouse, where a 30-day notice has been given but no new contract received or issued. The conclusion drawn from this discussion was that a new order for storage should be taken from the owner of the goods before any such transfer is made, otherwise the warehouse man would undoubtedly be held responsible to a loss incurred by fire.

The sale of goods for storage charges was treated in a paper by Joseph W. Glenn of O. J. Glenn & Son, Buffalo, N. Y. He stated that nearly every warehouse man at some time or other in his business career gets himself into a legal tangle as a result of disposing of a lot of household goods for storage without first going through the legal procedure necessary to protect himself against

any claims from the owner of the goods. He concluded his paper with the sensible advice that if a warehouseman would at all times endeavor to treat his patrons as he would like to be treated under similar conditions there would be few law suits.

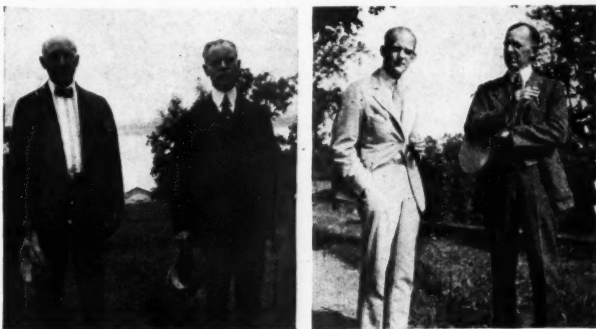
356 in Association

The report of Ralph J. Wood, of the Lincoln Storage & Van Co., Chicago, Secretary of the I. F. W. A., dwelt largely upon the growth of the organization during the past year. His report showed that the association now has 356 members from all sections of the United States and Canada; that of this number forty-four are active members and 312 associates. A gain of forty-six members was made during the past year. R. B. Harder of the Harder Fireproof Storage & Van Co., Chicago, Treasurer of the Association, rendered his annual report showing the association to be prosperous.

Excellent Entertainment Program

While an enormous amount of time was spent in general business discussions, there was also a period given over to entertainment. The delegates met at the Union Station, Chicago, at 10 a. m., Friday, June 20, where a special train conveyed them to the Pewaukee Station, arriving at 1.30 p. m. From this point the delegates were conveyed in launches down the lake to the Lakeside Hotel. Friday afternoon was devoted to the general renewing of friendship, and during the evening an excellent vaudeville entertainment presented by Henry (Pop's) Brown.

On the morning of June 21, the delegates participated in a golf tournament, the finals being played the following morning. The afternoon of the second day was given over to a baseball game, and the evening to an elaborate entertainment in the shape of a minstrel show which was produced under the direction of "Pop's" Brown. The morning of the third day was devoted to a motor bus ride around the lake for those who were not engaged in the golf finals. An amateur vaudeville show was the event of the evening. The entertainment part of the program was concluded with a banquet on Monday evening, the members leaving Pewaukee Station at 3.30 p. m. on Tuesday, arriving at Chicago at 7 p. m.



Left to Right: William L. Smith, The Fireproof Storage Co., Cincinnati, Ohio; David Bowes, Judson Freight Forwarding Co., Chicago, Ill.; Hoyne Wells, Transfer & Storage Magazine, Chicago, Ill.; Walter P. Theibault, Hebard's Storage Warehouses, Chicago, Ill.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Transfer & Storage's New Legal Service Bureau

Damage to Cars on Dead Storage

Editor TRANSFER & STORAGE:—I have a rather peculiar claim for damages for new motor cars on dead storage. A house in the trade stored with me and with several other houses. The cars were in storage for 4 or 5 months and those stored with me, in being washed, and prepared for delivery to customers, were found to have the varnish flat, requiring revarnishing and in some cases recoloring and revarnishing.

I have had a varnish expert examine the damaged cars and he can discover no cause. The owners' representatives inspected the building before any cars were put in it and their sending goods thereafter is a tacit approval of the conditions.

Inasmuch as I do not know what caused the damage I feel that it is not due to any carelessness of my employees. It is possibly due to inferior varnish used at the factory; but the owners claim that if this were the case, the cars in other warehouses would all be affected alike. I make liberal allowance of claims due to loss of parts and damage from handling.

In view of the terms of the storage receipt, copy of which I enclose, do you consider me legally responsible, or is it only a moral responsibility? If so, do you consider I am morally culpable? I want to give and have a square deal. On whom is the burden of proof in such a matter? T. S., Chicago, Illinois.

Reply.—As a warehouseman does not undertake to keep goods safely, but only to use ordinary diligence in keeping them, he is not liable for loss arising from theft or accident for which he was not in fault. If a warehouse is reasonably safe, fit for its purpose and free from defects which could have been discovered with ordinary care, that is enough.

Of course, a warehouse should be equipped with modern appliances

Legal Service

BECAUSE of the numerous legal questions brought to the attention of the editors during the past few months, TRANSFER & STORAGE in the future will carry a department entitled "From the Legal Viewpoint."

There may be many legal matters in the operating of your business which you desire to be enlightened upon. If so why not ask the legal editor of TRANSFER & STORAGE for a ruling?

George F. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs. Service given in these pages is free. TRANSFER & STORAGE cannot agree to answer all questions, but will do so as far as is possible.

and improvements for the protection of property against damage by theft, fire, rats, heat and other destroying agents. Thus, if his warehouse is for cold storage, he must keep the necessary low temperature, or if for some good reason that is impossible, he must give his customers due warning to remove their property.

If the owner of goods knows of any defects in the warehouse and fails to protect his property, his contributory negligence will relieve the warehouseman from liability.

As to insurance, I would say that, although there is no obligation to do so, a warehouseman may insure the goods stored by him. If a warehouseman desires, he may make him-

self liable for anything that may happen, by contract, or on the other hand, excuse himself from liability for everything except the positive negligence of himself or his employees.

If the damage to these cars was caused by improper temperature or the like, I think you ought to stand the loss. If, on the other hand, defective varnish was the case, I do not think the owners ought to complain. Of course, if their statement that cars stored in other warehouses were undamaged is true, it would seem to put the blame on you. When the property owner shows that he puts his property in charge of a warehouseman, and it was received back in a damaged condition, it is then up to the warehouseman to show that he used reasonable care to protect the property from damage in order to relieve himself from liability. What reasonable care is, will depend to a great extent on what other warehousemen in his immediate vicinity do to safeguard the same kind of property.

Terms Defined by the Courts

"Diligence"—Common or ordinary diligence in the sense of the law is such as a man of common prudence generally exercises about his own affairs.

Bailment is a delivery of goods or property for the execution of a special object, beneficial either to the bailor or to the bailee or both and upon a contract, express or implied, to carry out this object and dispose of the property in conformity with the purpose of the trust.

Bill of Lading or warehouse receipt is an instrument in writing signed by a carrier, warehouse proprietor or his agent describing the freight so as to identify, stating the name of the consignor or owner, the terms of the contract for carriage or storage and agreeing that the freight be delivered to the order of a specified person at a specified place.

When to Accept Check With Full Settlement Indorsement

RECENTLY I was asked by a perplexed client if it were safe for him to deposit a check which he had received from one of his customers which had written on it the words "in full settlement of all accounts to date."

The Appellate Term of the Supreme Court of New York State has just handed down a very interesting decision on this point in which it explains in which cases it is all right to deposit such a check in the bank and in which cases it is wrong to do so.

Suit had been started by a dealer to recover the amount which he claimed was due him for some goods which he had sold.

The customer claimed that the dealer had no right to sue him because the dealer had accepted the check on which the customer had written "in full payment of all accounts to date" and put it through his bank for collection, and that therefore the transaction was closed.

The Court decided in favor of the customer holding that as the dealer had accepted the check he was bound by his acceptance and could not sue the customer for any further amount because of the notation on the check.

The Court, in reaching its decision, explained when the acceptance of a check with such an indorsement will prevent a dealer from suing for the balance and when it will not, saying that there is no doubt that the debtor is bound to pay a conceded debt and the payment of such a debt or a smaller amount will not deprive a dealer of his right to sue for a balance which he thinks is due to him.

Thus, for instance, if a transfer or storage man claimed that a customer owed him \$100 and the customer admitted that he owed \$50 and sent a check to the transfer or storage man for \$50 with the indorsement on it "in full settlement," the transfer or storage man could cash it and still sue for the additional \$50 which he claimed was due from the customer.

If, on the other hand, the transfer or storage man claimed that there was \$100 due him, the customer contended that he owed less because goods were not as represented, or were defective or were not according to the contract in some other way, the transfer or storage man would be bound if he accepted and cashed

a \$50 check with such an indorsement, and could not get judgment for the rest of his claim by bringing suit.

According to this decision a transfer or storage man is safe in cashing a customer's check if it is only a part payment on a larger amount, but if there is any dispute as to the services rendered, he will give up the claim for any additional amount he may have if he cashes a check containing the "full settlement" clause. *Frank vs. Vogt*. 162 N. Y. S. p. 369.

Warehouseman Is Responsible

THAT if a motor car owner leaves his car in a certain warehouse and the warehouseman transfers it to another warehouse he (motor car owner) will be responsible for loss or damage occasioned by fire, was the decision in a recent New York case.

A car owner sent an automobile body to a warehouse to be stored. Some time thereafter the warehouseman sent a notice to the car owner, advising him that the "business was transferred." Shortly afterward a fire occurred and the automobile body was destroyed. Before that happened, however, the car owner paid storage bill sending it to the new address.

The Court decided that as the warehouseman had removed the property the loss would fall on him but for the fact that he had sent the notice to the car owner and the latter had paid the bill sending it to the new address, as sending the bill to the new address showed that he had had notice of the transfer and did not object to it. *Mandl vs. McKegny*, 162 N. Y. S. p. 900.

Beware of Using Any Pictures of Persons Without Permission

RECENTLY I received through the mail an advertisement from a local transfer and storage company. The advertisement was well printed and well put together and contained, among other things, a number of photographs, showing the vans of the company receiving goods from a residence, transporting them, and finally delivering them to the warehouse. In the first picture where the goods were being received appeared the likeness of what was evidently supposed to be the hus-

band, wife and children of the household. I wondered at the time if the advertiser had received permission of the persons whose photographs he was using, to use the photographs for advertising purposes.

If this permission were not received, it is likely that at some future date, he will get himself into trouble. In a number of states as in New York for example a person has absolutely no right to use any person's photograph for advertising purposes unless he first procures that person's permission in writing.

I personally know of a case where a woman sent an Easter card to a little boy, and much to the surprise of the boy's parents, the picture on the card was a picture of the boy. The father consulted an attorney; suit was brought, and the company that had used the boy's picture without permission finally had to pay a judgment of \$75 and costs.

The New York statute on this matter provides:—

"A person, firm or corporation that uses for advertising purposes, or for the purpose of trade, the name, portrait or picture of any living person without having first obtained the written consent of such person, or, if a minor, of his parent or guardian, is guilty of a misdemeanor.

Any person whose name, portrait or picture is used within that State for advertising purposes, or for the purpose of trade, without the written consent first obtained as above provided, may maintain an equitable action in the Supreme Court of the State of New York against the person, firm or corporation so using his name, portrait or picture, to prevent and restrain the use thereof; and may also sue and recover damages for any injuries sustained by reason of such use; and if the defendant shall have knowingly used such person's name, portrait or picture in such manner as is forbidden or declared to be unlawful by the last section, the jury, in its discretion, may award exemplary damages.

But nothing contained in this act shall be so construed as to prevent any person, firm or corporation practicing the profession of photography from exhibiting in or about his or its establishment specimens of the work of such establishment, unless the same is continued by such person, firm or corporation after written notice objecting thereto has been given by the person portrayed."

Unless a warehouseman wishes to run the chance of an expensive lawsuit it is always well to get the written permission of the person whose pictures you wish to show before using them.

Increase of Commercial Stocks at Warehouses

May Wheat Holdings Increase 289.7 Per Cent Over 1918 Period

COMMERCIAL stocks of selected commodities and wheat in elevators, warehouses, grain mills and in the hands of wholesale dealers May 1, show an enormous increase over the holdings reported for the same period last year, according to a survey made by the Department of Agriculture.

Over 98,873 bushels of wheat were reported held by 9857 wholesalers, elevators, warehouses, etc., this amount being nearly three times as large as the stocks held by the same firms a year earlier—or, actually, 289.7 per cent.

The commercial stocks of cereals other than wheat reported for May 1, according to the Department's statement were as follows: Corn, 20,000,316 bushels; oats, 50,787,249 bushels; barley, 25,060,638 bushels; rye, 21,736,760 bushels. These stocks represent the following percentages of the corresponding stocks on hand May 1, 1918: Corn, 39 per cent; oats, 93.6 per cent; barley, 174.1 per cent; rye, 418.2 per cent.

Warehouses, elevators and wholesale dealers report dry edible beans amounting to 5,862,515 bushels. Warehouses and wholesale grocers reported the following commodities in the quantities indicated: Cleaned rice, 103,833,586 pounds; rolled oats, 45,578,214 pounds; canned salmon, 115,543,781 pounds; canned tomatoes, 228,197,071 pounds; canned corn, 98,843,065 pounds; sugar, 192,395,926 pounds. These stocks represent the following percentages of the corresponding stocks on hand May 1, 1918: Beans, 130.1 per cent; rice, 125 per cent; rolled oats, 111.8 per cent; canned salmon, 126.7 per cent; canned tomatoes, 199.1 per cent; canned corn, 165.9 per cent; sugar, 84.7 per cent.

Great Demand for Warehouse Space in Ohio

That business has been constantly increasing in Toledo, Ohio, and that business men and manufacturers are buying heavily in anticipation of a continued expansion is evidenced by the great demand for storage space. Warehouses throughout the city have been filled to capacity for sometime.

Rural Express in Oregon

The rural motor truck express line recently established by the Willamette Valley Transfer Co., Portland, Ore., has been so successful that the line has been extended to Milwaukie, Gladstone, Jennings Lodge, Oregon City, New Era, Canby, Barlow, Aurora, Hubbard, Woodburn, Gervias, Brooks, Salem, Independence, Dallas, and twenty-eight other towns. The company's trucks carry immense loads of merchandise to the country stores and return with farm products to Portland.

In addition to hauling freight to and from these localities the company purchases farm products of every kind, paying the market price, less the transportation price to Portland and then disposes of the goods at the Portland markets. If the markets are not in a proper condition to sell the goods to an advantage, the company places the goods in warehouses and cold storage plants until they can be.

Investigate Warehouse Needs

A number of engineers are now making a survey of conditions at Little Rock, Ark., Dallas and Fort Worth, Texas, Montgomery and Birmingham, Ala., and various other cotton centers of the South to see what sections are in need of warehouse facilities in accordance with the plans of a \$20,000,000 cotton warehouse corporation formed April 26 at a meeting of the National Association of cotton manufacturers and allied interests.

Grain Movement Shows Large Increase

The loading of grain at the northwestern region has been exceedingly heavy during the past few weeks, it being almost double the movement of the same period last year. Grain loading in the central western region showed an increase of 54 per cent as compared with the same period last year. Since the opening of navigation 23,700,000 bushels of grain have been handled from the head of the Lakes to Buffalo, and the Food Administration expects to move 150,000,000 bushels by the Great Lakes routes.

Property Owners Against Erecting Warehouse

As the result of the reported attempt of Howard J. Latimer, head of the recently organized Lincoln Fireproof Storage Co., Los Angeles, Cal., to buy a site and erect a large commercial warehouse in the residential section, property owners are preparing to resist what they term an invasion of a purely residential section by a business enterprise.

The company which Mr. Latimer heads was incorporated for \$250,000, the other incorporators being N. E. Bliss, V. D. Mackin, Albert Kette and Ovila Normandin. Before locating in Los Angeles, Mr. Latimer was head of the Lincoln Fireproof Storage Co. in Cleveland, Ohio, where he built a similar warehouse which he is contemplating erecting in Los Angeles.

Recommends Remedy for Rail Legislation

U. S. Chamber of Commerce Sends Out Proposals to Members

ASERIES of proposals for remedial railroad legislation has been sent out to a referendum vote of more than 1000 commercial and trade organizations making up the membership of the Chamber of Commerce of the United States. The proposals were prepared by the Chamber's Railroad Committee after an extended study of the transportation situation. The recommendations contain the following proposals:

Corporate ownership and operation with comprehensive regulation.

Return of the railroads to corporate operation as soon as remedial legislation can be enacted.

Adherence to the period of federal control as now fixed unless and until impossibility of remedial legislation in this period closely appears.

Permission for consolidation in the public interest, with prior approval by government authority, in a limited number of strong competing systems.

Requirement that railroad companies engaged in interstate commerce become federal corporations with rights of taxation and policy regulation reserved for the states.

Federal regulation of capital expenditures and security issues of railroads engaged in interstate commerce, with provision for notice and hearing for state authorities.

Federal regulation of interstate rates affecting interstate commerce.

A statutory rule providing that rates in each traffic section shall yield an adequate return on a fair value of the property as determined by public authority.

Payment into a fund of a share of the excess earned by any railroad system under application of the statutory rule over an equitable minimum return upon fair value of the property, this fund to be used as Congress directs for strengthening general railroad credit and increasing general railroad efficiency.

A Federal Transportation Board to promote development of a national system of rail, water, and highway transportation and articulation of all transportation facilities.

Illinois Classification Hearing

The question of eliminating the Illinois classification will be given a hearing at Chicago on July 21. This subject has been given much consideration by the shippers particularly during the past year.

Trans-Atlantic General Cargo Rates Changed

Applicable from South Atlantic and Gulf Ports—Effective June 20

THE orders which were issued June 20 by the United States Shipping Board supplementing the trans-atlantic general cargo rates from South Atlantic and Gulf Ports to Denmark and Sweden. They are as follows:

From South Atlantic ports to Denmark via Copenhagen the new rate is \$1.57½ per 100 lbs. or 88 cents per cu. ft.; to Sweden via Gothenburg, \$1.57½ per 100 lbs. or 88 cents per cu. ft., and for Sweden via Stockholm, \$1.82½ per 100 lbs. or \$1.02 per cu. ft.

From the Gulf Ports via Copenhagen, the new rate is \$1.65 per 100 lbs. or 92 cents per cu. ft. for Sweden via Gothenburg, \$1.65 per 100 lbs. or 92 cents per cu. ft., and to Sweden via Stockholm, \$1.90 per 100 lbs. or \$1.06 per cu. ft.

The transatlantic general commodity shipping schedule, as revised on the above date, applying from South American and Gulf Ports, is as follows:

	Per 100 lb.	Per cu. ft.
United Kingdom (see note)	\$1.07½	\$0.54
Holland (Rotterdam).....	1.33	.70
Belgium (Antwerp).....	1.33	.70
France (Havre, Bordeaux)	1.33	.70
France (Marseilles, Cette)	1.68	.90
Spain (Barcelona).....	1.93	1.00
Italy (Genoa, Naples).....	1.68	.90
Denmark (Copenhagen)...	1.57½	.88
Sweden (Gothenburg).....	1.57½	.88
Sweden (Stockholm).....	1.82½	1.02

Above rates per 100 lbs. or per cubic foot at ship's option.

Exceptions:

Cotton.

Tobacco, to United Kingdom ports, \$2 per 100 lbs.

Canned goods, lead billets, spelter, starch, sulphur, to United Kingdom ports, \$1 per 100 lbs.

To Number L. C. L. Household Goods Shipments

The Western Weighing Association, an organization which controls shipping to a considerable extent in the Minneapolis territory, is proposing to put a rule into effect requiring each piece of every l. c. l. shipment to be numbered from one up.

At the meeting of the Minneapolis Draymen's Protective Association, June 10, this subject was brought up and a number of objections were found to the plan, especially as the transfer and storage men in that section believed it would be difficult from a traffic standpoint where the goods

are moved direct from a customer's residence to a freight terminal.

If the ruling is made effective, the household goods warehouseman will have to have his packers tag and perhaps number the goods at the residence. Another objection to the plan is that if a load went directly from the residence to the freight terminal it would be difficult to make out bills of lading and shipping instructions except as the load was taken off at the terminal.

The Association appointed a committee of five of the leading warehousemen to confer with the Western Weighing Association at the next business meeting.

Summary of Warehouse Activities

(Continued from page 16)

goods facilities at Buffalo, N. Y., and also Elizabeth, N. J. Approximately 75 per cent of the merchandise facilities and 100 per cent of the warehouse space is occupied at Hamilton, Ont., Canada. These are about the same percentages as compared to the month of May as with the larger cities in the United States. As with practically all of the largest cities in the United States, Hamilton is short of housing facilities.

Modified Pacific Import Rules

The proposed new rules affecting import via Pacific Coast ports, relating to the consolidation of l. c. l. shipments into carload lots has been modified according to a statement recently made by Conrad Spens, Assistant Director, Division of Traffic, Railroad Administration.

The modification thus far conceded, authorizes the acceptance of the importer's bond in lieu of the surrender of the ship bill of lading, which the rule has required. This rule has been modified at the request of the New York Board of Trade.

New Bill of Lading

The new bill of lading adopted for general use August 6, next, contains some very important changes in the terms and conditions of contract. It is, however, believed that shippers who furnish their own bills of lading and now have a large supply on hand will be permitted by the carriers to use their own forms when they bear either a printed or rubber-stamp clause properly worded to conform to the rules of the Commission on Form No. 4844.

N. Y. F. W. A. to Meet at Shelter Island July 11

One Day Allotted to Business and Remainder to Entertainment

THE twenty-second annual summer meeting and outing of the New York Furniture Warehousemen's Assn., will be held at the Prospect House, Shelter Island Heights, Long Island, N. Y., July 11 to 14.

The third day will be given over to the business session and the remainder of the time to entertainment. The following is the program:

July 11.—Assemble at the Pennsylvania station, 33rd Street and Eighth Avenue, New York, at 3 p. m., where a special train will convey the delegates to Shelter Island Heights, arriving in time for dinner. The evening will be given to a concert, dancing and a motor launch trip.

July 12.—Morning to bathing and a baseball game. Afternoon—sailing and fishing trip on Peconic and Gardner's Bay. Evening an annual banquet, followed by entertainment, dancing and concert.

July 13.—Morning, bathing, golf, tennis, etc. The afternoon, a shore dinner at Paradise Point, the trip to the point being made in motor boats. Evening, informal concert.

July 14.—The business session will be called at 9 a. m. and continued until 1 p. m. The delegates will return from Greenport on a special train arriving in New York at 4 p. m.

The committee has made arrangements to charge a flat rate of \$40 per person, covering the cost of the entire program from and back to New York. This charge will include transportation and hotel expenses at the Prospect House and all necessary expenses with the program outlined. The committee has extended invitations to all connected with the industry.

N. Y. Dock Earnings Doubled

In 3 years dividends on the common stock of the New York Dock Co. have been more than doubled. In 1917 the market value of the stock jumped to \$1,016,686 from \$782,517 in 1916 and dividends were resumed on the \$10,000,000 preferred. Earnings last year were \$1,084,988, \$8.35 per share on the \$7,000,000 common stock, compared with \$7.38 in 1917 and \$4.03 in 1916.

The company owns and operates one of the largest bonded and free warehouse systems in the country. Its property extends along the Brooklyn waterfront for 2½ miles. Its facilities include 159 warehouses and thirty-four piers.

Advantage of Financing Goods in Warehouses

Banker Appeals for a Broader Use of Negotiable Receipts

THE advantages of the Domestic Bankers acceptance in financing transactions based upon goods in warehouses, as compared with the straight-out loans, and an appeal for a broader use of this method, formed the keynote of an address on "Financing Warehouse Statements" delivered at the recent acceptance convention in Detroit by R. S. Hecht, a New Orleans banker.

In his talk, Mr. Hecht said that if a client requests the bank to help him finance some of his cotton or wheat which he has in storage awaiting shipment, there is no reason why the bank should not assist him by loaning its credit, even though it may have no loanable funds immediately available. The bank's acceptance secured by the proper warehouse receipt and the necessary insurance is an instrument strictly illegal under the terms of the Federal Reserve Act, and that bankers in other sections who happen to have surplus funds on hand are very glad of the opportunity to buy such paper.

"Drafts drawn against commodities stored in warehouses should have a maturity not in excess of a reasonable time required to reach their destination in the process of production, manufacture and distribution, but the mere fact that it is sometimes necessary to renew paper represented by these commodities is not to be accepted as evidence that they have been purchased for speculative purposes.

"The first step in liquidation of credit for co-operating purposes occurs at the point of origin and is accomplished by a movement of commodities to the center of distribution. Warehouses in these centers naturally become filled with products of the field, which must be carried pending filling of future orders, the arrangement of shipping facilities and other matters of detail in the ordinary course of marketing. It is important, however, that the banker knows something about the warehouse in which these staples are stored, i.e., he should know that they are independent of the borrower and that the borrower cannot gain control over the goods without first returning his receipt.

"Now, as long as this practice of accepting on the basis of warehouse receipt is carried on with the usual banker's prudence, it is an entirely safe and sound business which should be encouraged because it presents the

most practical solution for financing staples pending their ultimate shipment."

Mr. Hecht went into detail in regard to the ideal warehouse facilities recently constructed at the port of New Orleans and of the great assistance these plants have been to the manufacturer in the carrying on of his business, and that this system of borrowing currency should be followed out more extensively in every section of the country.

Large Stocks in Cold Storage

According to the latest reports of the Federal Bureau of Markets, Washington, D. C., there are in cold storage warehouses in the United States approximately 1,500,000,000 pounds of meats, poultry and fish, and that the monthly additions are exceeding the volume of our exports. This is an increase of 200,000,000 pounds over the same period of last year.

Canadians Constructing Warehouses

Because of the inadequacy of cold storage facilities in Canada, the Canadian Government has adopted a policy to aid in the erection of municipally owned warehouses. At this time a plant which will cost \$1,000,000 is being constructed in Montreal. Another plant will be constructed at Ottawa, the Government guaranteeing 30 per cent of the cost. It is believed that the construction of these cold storage plants will lead to the placing of such institutions in all parts of Canada.

Interest on Overcharge Claims

It has been understood that as a result of the vigorous protests lodged with the Railroad Administration P. S. & A. Circular 41 will soon be amended to the extent that interest will be paid on overcharge claims from date the overcharges were collected by the carriers, rather than from the date of presentation of such claims. This change would conform to the recent decisions of the Interstate Commerce Commission.

Drivers' Wage Increased

A new schedule of wages for team and motor truck drivers became effective in Brockton, Mass., June 9. The new schedule is \$23, \$25 and \$30. The working hours have been readjusted from a 10-hour to a 9-hour day, with double time for overtime. The companies that have given the increase are the Boyd Transportation Co., Shoe Express Co. and the Union Teaming Co.

May Exports Far Below Those During April

Decrease \$108,000,000 — Imports Were Largest in History

EXPORTS for May totaled \$606,000,000, a decrease of \$108,000,000 from the record set in April. The May exports are, however, an increase of \$55,000,000 over May, 1918, according to the Bureau of Foreign and Domestic Commerce, Department of Commerce.

For 11 months ending this May, the export trade amounted to \$6,308,000,000, an increase of \$872,000,000 over the corresponding period of last year.

May imports were the largest in the history of this company's foreign trade—\$329,000,000, a gain of \$56,000,000 over April and \$6,000,000 over May, 1918, the latter being the previous high mark. Imports for the 11 months ending with May were valued at \$2,803,000,000. This is an increase of \$118,000,000 over a similar period in 1918.

The excess of exports over imports during the past 11 months was \$3,505,000,000 as compared with \$2,751,000,000 for the corresponding period in 1918 and \$3,364,000,000 in 1917, the latter being the previous record.

Shortage of Warehouse Space at Knoxville

There is an enormous shortage of warehouse space in Knoxville, Tenn., and vicinity. During the past few months a large number of manufacturers from other sections have investigated the facilities of Knoxville with the intention of locating there, but because of the inadequacy of warehouse facilities will have to secure quarters in other nearby sections, unless new plants are constructed within the very near future.

Lack Elevator Facilities

On June 11 the United States Wheat Director and various grain experts held a meeting to consider the distribution of what is expected to be the largest wheat crop the world has ever known. The consensus of opinion among the speakers was that a shortage of storage facilities would be felt when the movement of grain commences in large volumes.

It was intimated that a bill would soon be presented to Congress embodying the request that the Railroad Administration build additional elevators at seaboard points and that the cost of maintaining these storage plants be borne by the railroad interests.

Exp. Companies Against Individual Operation

Future Will Depend on the Attitude Taken by the Government

THE future of the express business, according to reports, will depend upon the attitude taken by the Government. It is understood that the dispositions of the individual companies are strongly against a return to the old system, under which the four companies, namely, the American Express Co., Wells-Fargo Express Co., Southern Express Co. and Adams Express Co. heretofore operated separately. Because of this fact, it is believed that the United States will have one huge express carrier unless some material changes are made within the very near future.

While the Railroad Administration has stated its intention to return the railways to their owners, nothing has been announced, as far as can be learned, in regard to the express companies that are now operating under the control of the Administration. It is not known whether they will be restored as one merged company—that is, the American Railway Express Co.—or whether the Government will insist that they resume operation as four individual organizations.

Reports indicate that Director General Hines will make a public statement in regard to the plans for the return of the express companies during this month.

\$21,000,000 for New York Highways

In discussing Senate Bill 1150, Charles G. Bond, counsel for the Motor Truck Association of America, stated that \$16,230,000 would be spent by the State of New York for highway purposes this year. In addition the various towns and counties will spend over \$5,000,000 for the same purpose.

New Pier Storage Rates

A schedule of rates for the storage of goods at the warehouses located at bulkhead piers of San Francisco, Cal., has been issued by the Harbor Commission, as well as charges for use of electric loading devices owned and operated by the state.

The bulkhead storage charge is 12½ cents per ton with a 5-day limit for the storing of coastwise bound merchandise. Offshore tonnage is allowed a 10-day limit.

The state will rent a 15-ton locomotive crane with an operator at \$5 per hour; a 5-ton crane with operator at \$3.50 per hour; a tiering machine with operator at \$1.50 per hour. It will rent without operators, electric tractors at \$1.50 per hour each; stacking machines at 75 cents per hour and four-wheel cargo trucks at 7½ cents per hour.

Work on N. Y.-N. J. Tunnel to Start July 1

It has been officially stated by the New York and New Jersey Vehicular Commissions that work on the tunnel under the Hudson River will be started on July 1.

Oversea Export Traffic

During the week ending June 12, there were 27,924 cars of export freight on hand at the North Atlantic Ports according to Walker D. Hines, Director General of Railroads. This is exclusive of bulk grain and coal.

The export situation at the Port of New York continues to show improvement. In that city, there were 1,574 cars of provisions on hand June 12, consigned to the British, French and Italian governments, the Belgian Relief Committee, Food Administration and Packers' Relief.

There were stored in warehouses and elevators at North Atlantic Ports on June 12, 13,751,076 bushels of grain. At the South Atlantic and Gulf Ports as of May 28, there were 10,550 carloads of export freight on hand as against 9,751 cars as of May 17. There were 5,331,475 bushels of grain stored in elevators at the same ports on May 28.

Grant Hearing Warehouse Closing Hour

The transfermen and shippers of Topeka, Kansas, are to be given a hearing before the Public Utilities Commission within the near future on the hour of closing railroad warehouses. Two months ago the railroads decided to close the warehouses at 4 p. m., officially stating at that time that this plan would make it easier not only for the shippers but the employees. The plan was to be given a 60-day trial. But to this the transfermen and other shippers raised many objections. The transfer and storage men, as well as the merchants in Topeka, want all warehouses to be kept open daily until 6 P. M. In other words, they do not want any restrictions regarding what time the warehouses shall or shall not receive freight.

A. W. A. to Establish Information Bureau

Committees Meet at Buffalo—Will Continue with Research Work

A PERMANENT bureau is to be established for the dissemination of warehouse information. The organization, which will deal with operation, computing of rates and kindred subjects, was authorized at a meeting in Buffalo June 3 of the General Executive Committee and the Committee on Standardization of Basis for Rates of the American Warehousemen's Association.

Subdivisions of the general organization, according to the decision of the committees, will be requested to co-operate in research essential to maintaining the information service, and will be given an opportunity to contribute, pro-rata, to the cost, which, however, will be guaranteed by the general committee.

The central bureau plan was outlined by George S. Lovejoy, president of the association, and amplifications were made by T. W. Witters, chairman of the Committee on Standardization of Basis for Rates, and John L. Nichols. A general discussion of the bureau plan occupied half a day, resulting in its adoption on presentation in resolution form by a committee composed of W. W. Morse, Samuel G. Spear, John L. Nichols, S. W. Woodson and R. L. Spencer.

During the preparation of the resolution, John Bekins presented to the general meeting some features of various plans for the classification of goods. S. G. Spear spoke on labor, overhead cost and cost accounting.

The meeting was attended by all members of the General Executive Committee: President George S. Lovejoy, Vice-president Philip Godley, Chairman D. H. Van Name of the Merchandise Subdivision, Chairman W. Lee Cotter of the Household Goods Subdivision and Chairman Floyd M. Shoemaker of the Cold Storage Subdivision.

All members of the Committee of Standardization of Basis for Rates were also present: Chairman T. E. Witters, S. M. Woodson, R. L. Spencer, John Bekins, W. W. Morse, A. R. Millward, John L. Nichols, W. B. Mason and Samuel G. Spear. Other members of the A. W. A. presented were Messrs. M. C. Cummings, Chicago; S. J. Abel, Buffalo; G. A. Howell, Toronto, and C. L. Criss, Pittsburgh. H. I. Jacobson of the Port of New York Warehousemen's Bureau of Information and Chester B. Carruth of the Massachusetts Warehousemen's Association also were present.

\$1,500,000 Warehouse to Be Erected at Detroit

Will Be Especially Adapted for Jobbers and Distributors

AN immense terminal warehouse to cost \$1,500,000 is now being constructed in Detroit, Mich. The structure will be six stories, reinforced concrete, 100 x 900 ft. It will be divided into eight units and will have a floor space of 400,000 sq. ft., and railroad sidings the full length of the building. Special arrangements will be made to facilitate trucking. Each of the eight units will have loading platforms with a capacity of about 3500 sq. ft. The plant will also be equipped with huge elevators that will lift a loaded truck to any floor, where it may be driven out and unloaded with a considerable saving of labor.

The building will be especially adapted for the accommodation of light manufacturing, warehouse space, jobbing and also as a distributing center. It is believed that this new plant will eliminate Detroit's warehousing problems. It has been claimed by the industrial leaders of that city that new enterprises are kept from coming to Detroit because of the scarcity of floor space, and that expanding industries have and are still handicapped by inadequate facilities.

It is expected that the new plant will be completed about October 1. The plans were drawn by W. H. Adams, and the construction work is being done by Walbridge, Aldinger Co.

Grocers' Association to Build Warehouse

The American Grocers' Association, a co-operative organization with 15,000 members, who have a chain of warehouses throughout the country, has purchased a large plot of ground in Jersey City, N. J., and will construct a warehouse within the very near future for handling the distribution activities of its members.

Iowa Transfermen Want Better Roads

The transfermen of Des Moines, Iowa, are taking a keen interest in the election to be held June 30, which is to determine whether or not bonds will be issued to the extent of \$2,000,000 for paved roads. The election is a result of a law passed by the last session of the Iowa legislature, which insures the best road program ever

attempted by that state. Approximately \$8,000,000 will be available in the state from Government funds and motor vehicle license fees to be spent on the primary road system.

The transfermen see in the paved roads a big boom in motor trucking which has greatly increased during the past 2 years. Conditions in a greater part of Iowa during the present Spring and Summer have not been favorable for motor trucking. A greater part of the time roads have been almost impassable on account of the unusual amount of rain. There is, however, a steadily increasing demand for long distance hauling in that section.

Defeat Coastwise Rates Control

The freight rates charged by steamship companies operating on the Great Lakes and in the coastwise states of Canada will not be subjected to the control of the Dominion Railway Commission. A proposal to this end was brought in the House of Commons, in the form of an amendment to the General Railway Act, and was defeated.

Prospects of Rate Advance

While the rumor of another advance in freight rates has been denied by Director General Hines, with the statement that nothing of the kind was being considered by the administration, it is generally believed that it may necessarily become a fact later in the season, providing the returns of business for the railroads during the last half of the year do not show a greater increase. Optimists believe conditions are so unusual this season that all records will be broken.

To Hold Cotton Conference

The transportation of cotton with a discussion of means to put an end to "country damage," and to bring about the adoption of better methods of warehousing and financing are the major topics that will be taken up at a world cotton conference to be held at New Orleans during October. The conference was suggested by the National Association of Cotton Manufacturers.

Various other subjects of importance to the trade, such as buying, selling, growing, ginning, compressing, etc., will also be discussed by cotton growers, warehousemen, bankers, brokers and shippers from various sections of the world.

Bill Pending in Congress to Amend I. C. C. Law

Taking Away of Discretionary Power Opposed by Shippers

STRONG opposition has been growing against a pending bill in Congress that would amend the Interstate Commerce Commission law by taking away from the commission its discretionary power to authorize departures from the long and short-haul clause of the Interstate Commerce Commission law.

A public hearing has been asked on behalf of the shippers in various organizations opposed to the proposed change, as it is felt that it would limit competition between carriers by rail as well as by rail and water. It is also claimed that the proposed bill would deprive shippers of the use of two or more routes for the transportation of property between points of origin or destination, and that the amendments would very largely lead to the concentration of traffic on the short line and in times of congestion it would effect shipping conditions because there must be a distribution of traffic particularly at such times.

It is understood, however, that there is little possibility of a public hearing and that opposition will have to make its fight before the legislature committee in Washington.

Federal Warehouse Proposed

A bill has been introduced in Massachusetts for the construction by the Government of a Federal fish and food warehouse at Boston. If the bill is passed, the warehouse will be the first of a series to be constructed in all the large cities of the country. The cost of the Boston warehouse is estimated at \$2,000,000.

Erecting Grain Elevators

In the vicinity of Kansas City, Mo., there is an especially large amount of construction work being done on grain elevators, warehouses, etc., to care for the record 1919 wheat crops. It has been estimated that 24,000,000 bushels will have to be stored in that section.

Number of Horses Decrease

According to the census made by the Sanitary Bureau of the Health Department of New York there was a decrease of 32,296 horses this year as compared with the figures of 1917. The figures also show a decrease of 2,664 stables occupied during this year as compared with 1917.

All Inter-City Hauling by Truck Is Now Taxable

Commission's Decision Reversed—Unclaimed Freight Taxable

THE Internal Revenue Commissioner has reversed his decision of November 18, 1918, in reference to the 3 per cent tax on the transportation of household goods by a motor truck. The new ruling makes warehousemen or van owners liable for tax on all intercity hauling from April 1. Another ruling effective April 1 which will affect the warehouseman is that all storage charges on unclaimed freight are taxable after that date. The following are quotations from regulations of the Internal Revenue Commissioner that are applicable to the transfer and warehouse industry pertaining to the imposition of tax—Section 500—regulations No. 49:

Carrier.—The word "carrier" as used in Title V of the revenue act 1918 was held to mean any person, corporation, partnership, or association who or which, for hire, furnishes any of the transportation services or facilities described or referred to in subdivisions (a), (b), (c), (d) and (e) of Section 500 of the act.

Transportation.—The word "transportation" as used in Title V of the act means the movement of persons and property by a carrier, including all services and facilities rendered, furnished, or used in connection with such movement by or on behalf of a carrier. It includes receipt, delivery, elevation, transfer in transit, ventilation, refrigeration, icing, storage, demurrage, towage, lightering, trimming of cargo in vessels, wharfage, handling of property transported, feeding and watering live stock and all other incidental services and facilities. It does not include cartage or passengers' meals or hotel accommodations.

CHARGES TAXABLE

General rule.—The charges in respect of which the taxes under subdivisions (a), (b), (c), (d), and (e) of section 500 must be assessed are all charges for transportation, as above defined, collected under tariffs filed or concurred in by the carrier making the charges with a Federal or State regulating authority, provided, however, that if a carrier has not filed or concurred in such tariffs all charges collected by such carrier for transportation, as above defined, are taxable.

Tax less than half cent disregarded.—In computing the amount of tax to be paid under the provisions of section 500, a fractional part of a cent shall be disregarded, unless it amounts to one-half cent or more, in which case it shall be increased to one (1) cent. No tax shall apply to any payment for freight transportation in the sum of sixteen (16) cents or less.

PART II.—TRANSPORTATION OF PROPERTY BY FREIGHT. EFFECTIVE DATE OF THE LAW

Tax under revenue act of 1918.—The tax under the revenue act of 1918 is in lieu of the tax under section 500 of the revenue act of 1917, and in the case of the 5501. transportation of property by freight the rate of taxation is the same

under both acts. The provisions of the revenue act of 1917 are effective as to all taxable services or facilities furnished between midnight of Oct. 31, 1917, and midnight of March 31, 1919; the provisions of the revenue act of 1918 do not apply to services or facilities furnished prior to midnight of March 31, 1919, but do apply to such service or facilities furnished subsequent to midnight of March 31, 1919.

Transportation completed prior to Nov. 1, 1917.—The tax under the revenue act of 1917 became effective Nov. 1, 1917, and accordingly where transportation services are completed prior to that date no tax would be due under either of the acts, even though the transportation charges covering such services are paid at any time after Nov. 1, 1917.

TAX DETAILS

Service in respect of which tax is assessed.—The tax imposed under section 500 of the act on the amount paid for the transportation of property by freight is held to apply to each and every service and facility rendered by or on behalf of carriers in connection with transportation, as herein defined, of property by freight from one point in the United States to another.

Total amount of charges taxable.—Where any taxable charges, as defined in these regulations are collected in addition to the road haul, or road-and-water haul charge the tax shall apply on the total amount collected by the carrier consisting of the road haul, water, or road-and-water haul charge plus all taxable charges collected in addition thereto.

Storage charges.—Amounts paid for storage if a part of transportation are subject to a tax. Storage after delivery to owner is not a part of transportation. Storage by or in behalf of a carrier furnished to a shipper on receipt of his goods for shipment, or storage by or in behalf of a carrier at destination before delivery to owner, whether in outside warehouse or otherwise, is a part of transportation and subject to tax.

Blocking and staking charges.—Blocking and staking property in cars if furnished by or in behalf of a carrier is part of transportation and charges for said services paid by either the consignor or consignee of the property are subject to the tax.

Transportation by mechanical motor power when in competition with carriers by rail or water of property by freight.

—Transportation of property by freight by mechanical motor power is taxable only when in competition with carriers by rail or water. When property is transported between two points by mechanical motor power and rail or water transportation is furnished between the same points, competition is deemed to exist in the absence of unusual conditions.

Transportation of household goods, by mechanical motor power is transportation of property by freight. If such transportation is conducted in competition with transportation by rail or water, it is subject to the transportation tax. When the amounts charged for transportation by automobile vans include services of packing and unpacking furniture, carrying goods up and down stairs, moving pianos, safes, etc., out of windows, the tax will apply to the entire charge made for the service unless the amounts can be apportioned between the actual transportation charges and the other charges.

Pennsylvania Gets New Cold Storage Law

Is Passed by Both Houses—Also Has Indorsement of Trade

THE new cold storage law recently passed by both houses in Pennsylvania has the indorsement of the trade and cold storage interests and is regarded as one of the most excellent measures of the kind in the country.

The bill, in general, follows conventional lines in its description of cold storage warehouses and providing for their licensing, inspection and the filing of quarterly reports of their contents. Licenses are revoked for infraction of the regulations. The most interesting features of the measure are as follows:

"No article of food intended for human consumption shall be placed, received or kept in any cold storage warehouse if known to be diseased, tainted or otherwise unfit for human consumption or known to be in such condition that it will not keep wholesome for human consumption."

"No person, firm or corporation shall place, receive or keep in a cold storage warehouse in the state, articles unless same shall be firmly marked, stamped or tagged, either upon the container in which they are packed or upon the article of food itself, with the month and year when placed therein, or in case of articles of food being stored in bulk, the month and year of original storage shall be marked upon the doors or walls of the rooms in which the same are stored."

"It shall be unlawful to sell or offer for sale any article of food which has been held for a period of 30 days or over in cold storage either within or without the state, without notifying persons purchasing the same that it has been so held by the display of a card plainly and conspicuously marked (cold storage goods)."

Tunnel Advocate Praised

At a recent dinner given by the Team Owners Association of Hudson County, Jersey City, N. J., the guest of honor, T. A. Adams, president of the Union Terminal Cold Storage Co., Manhattan Refrigerator Co., and the Kings County Refrigerator Co., was presented with a solid silver loving cup 2 ft. in height as a token of grateful appreciation for his untiring efforts in connection with the vehicular tunnel which is to be constructed under the Hudson River connecting New York and New Jersey. Work on the tunnel will start soon.



Truck Cost System Needed

ONE of the most significant thoughts expressed at the annual meeting of the National Team and Motor Truck Owners' Association was that there is need of adopting a uniform accounting system whereby the members of the National body in various localities will be able to compute their rates according to their investment, operating expenses and profits desired.

The discussion at the meeting indicated that few team or motor truck owners had any conception of how their various operating expenses should be divided or how they should be charged.

Some members had a general idea as to what it costs to operate a team or truck per day—not including overhead. Few, in fact, figured overhead at all.

Only a small percentage of those present had any conception of what their operating cost or profits were for handling a package of a given weight and value over a specified distance. In other words, no thought apparently has been given to the cost per ton mile. All of which goes to show there is need of a uniform accounting system. Not a standard rate, but a standard system of computing rates.

The warehouse industry struggled with the same problem up to a year or so ago. At that time it concluded it did not know how or why certain rates for handling and storing goods were determined. As a result committees were appointed by the various associations to investigate and find out what it cost to handle and store goods of a given weight and dimension at a plant with a specified investment. The result of the investigation indicated that practically all warehousemen were carrying the overhead of one department or branch by the profits of another. This meant that while a profit was being realized in one branch of the business a loss was sustained in another, thus materially reducing the return on that investment.

The warehouse industry has now adopted a uniform system by means of which a warehouseman in any section or with any investment knows what it costs him per square foot of floor space or for one hour's labor—including overhead. By having such figures it is a very simple matter to compute a rate which will earn the desired income. In other words, the warehouseman knows what it costs him to do certain work. There is, therefore, little possibility of his computing a rate under that figure.

Here is work to be done. We must think transportation cost by motor truck just as we think estimating costs on floor space. We must do more than think motor truck costs, we must collect data on them.

In this we have not a precedent on horse costs. They have rarely if ever been completely recorded. Every item must be considered. In calculating costs, the operator should remember that the cost of up-keep is almost equal to the initial cost of the truck. Here are a few of the important items which enter into the cost:

- 1—The driver. 2—Tires. 3—Gasoline. 4—Overhauling and repairing. 5—Depreciation. 6—Insurance. 7—Interest on investment. 8—Garage.

While there is little possibility of the National Team and Motor Truck Owners' Association taking this subject up again until the next annual meeting, there is no reason whatever why every local association cannot appoint committees to formulate and adopt a local accounting system which will enable the team and motor truck owner to compute his rates according to his investment and the profit desired.

These plans can then be submitted by the various locals to the National body at its next meeting. If this is done a greater interest will be aroused and in all probability a committee appointed, the same as has been done by the warehousemen's associations, and a uniform system adopted.

News of the Transfer and Storage Industry

The American Warehousemen's Association, affiliating with the household goods sub-division, has elected the following firms to membership: Coakley Brothers Fireproof Storage Warehouse Co., Milwaukee, Wis.; E. M. Bond Fireproof Storage Warehouse Co., Nashville, Tenn.; Petry Express & Storage Co., Trenton, N. J.; John O'Neill Express & Storage Co., Pittsburgh, Pa.; Miller North Broad Storage Co., Philadelphia, Pa., and the Atlas Storage Warehouse Co., Philadelphia, Pa.

The J. L. Kelso Co., Boston, Mass., has been elected to membership, affiliating with the general merchandise sub-division and the Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Texas, and the Skellet Co., Minneapolis, Minn., to both the household goods and general merchandise sub-divisions.

The Port of New York Warehousemen's Bureau of Information, Inc., recently moved its offices to larger quarters at 15 Park Row, New York.

Quincy Cold Storage Warehouse Co., Boston, Mass., has increased its common stock capitalization from \$1,500,000 to \$2,000,000. The company is erecting a new ten-story warehouse, adjoining its cold storage plant at T. Wharf.

The Savannah Bonded Warehouse & Transfer Co., Savannah, Ga., has increased its facilities by taking over an adjoining building. The new plant will give it practically 100,000 sq. ft. of space.

St. Joseph Warehouse & Cold Storage Co., St. Joseph, Mo., has completed plans for an extension of its unloading dock. The new facilities will give the company double its present capacity.

Whitney Warehouse & Elevator Co., Rochester, N. Y., has changed its name to the Monroe Warehouse Co., Inc.

R. L. Spencer, Duquesne Warehouse Co., Pittsburgh, Pa., was elected vice-president of the Pittsburgh Traffic Club at a recent meeting of the club. The club is made up of 600 traffic men in that city.

E. W. Oatley, Holyoke, Mass., a well-known expressman at Springfield died at his home on June 14. Mr. Oatley started in the trucking business in 1888 with one horse and wagon. He continued until his business had grown to large proportions and about 8 years ago consolidated

with the Bay State Storage & Warehouse Co.'s business.

Hunt's Storage & Van Co., Brooklyn, N. Y., made a record trip between New York and Boston in 3 days carrying a load each way in one of its vans loaded with household goods. The van is 18 ft. long, 7 ft. wide and 7 ft. high above the springs. It traveled day and night in making this trip, having two chauffeurs in its crew.

Owens Valley Transportation, Storage & Packing Co., Independence, Cal., has filed articles of incorporation with a capital stock of \$99,000 to maintain and operate a motor freight and transportation system.

White Transfer Co., Welch, W. Va., has filed articles of incorporation with a capital stock of \$99,000 to carry on a transfer system in Welch. The incorporators are K. M. Bright, W. S. Kirkpatrick, L. D. Wilmore, H. G. Bradley and W. W. Henritze all of Welch.

Acme Transfer Co., Los Angeles, Cal., has applied to the Railroad Commission for a permit to operate an auto baggage and express service between Los Angeles and Santa Monica, Venice and intermediate points.

Scobey Fireproof Storage Co., San Antonio, Texas, is constructing a new hollow-tile fireproof warehouse containing 500,000 cu. ft. of space. The plant will be used entirely for handling merchandise storage and general distribution. The warehouse will be ready for occupancy about October 1.

Ernest S. Olmsted, Des Moines, Iowa, formerly superintendent of the Merchants' Transfer & Storage Co., who resigned his position to enter military service shortly after America's entrance into the war, has returned to the United States with the 88th Division with the rank of lieutenant-colonel.

Kerr-Gifford Co., and the Pacific Coast Co., Pullman, Wash., suffered a loss of their warehouses by fire on May 24. The loss was estimated at \$40,000.

Port of New York Bureau of Information, New York, has elected the Manhattan Refrigerating Co. to membership.

Pennington & Co., Yakima, Wash., will construct a new plant which will cost \$30,000. The plant will be erected as a unit of a larger plant which will later be constructed.

Wm. H. Wayne, Brooklyn, N. Y., for 25 years the manager of the Brooklyn Warehouse & Storage Co., passed away on May 28, after a lingering illness from a complication of diseases.

Mr. Wayne started in the warehouse business with his uncle John H. Morrell who operated one of the first household goods warehouses in that section of the country. Mr. Wayne was also an assistant to Walter C. Reid, manager of the Lincoln Safe Deposit Co., of New York. Mr. Wayne was one of the leading warehousemen in the country. He was at one time the president of the New York Furniture Warehousemen's Association, has been chairman of the Legislative Committee for a number of years.

New York Team Owners' Association, New York, is now issuing a monthly bulletin devoted to the teaming industry of that city. The bulletin which is distributed to its members contains a complete analysis of the major topics brought up by the Association at its monthly meetings and also those dealing with the city department which are of interest to the teaming industry.

Seattle Warehouse Co., Seattle, Wash., is constructing a fireproof warehouse, 215x225 ft. The plant will include six units, three on each side of the railroad siding. The entire warehouse will have a storage capacity of 42,800 tons. The cost of the six units will be \$200,000.

Bartlett Trucking & Storage Co., Huntington, Ind., will erect a four-story fireproof warehouse, 60x100 ft. The company will handle factory distribution, merchandise and household goods. The plant will have a siding on the Wabash R. R.

Union Fireproof Storage Co., Akron, Ohio, has taken a 99-year lease on a plot of ground, and will construct new warehouses in the near future. The property is on the tracks of the Pennsylvania Railroad and in the heart of a rapidly growing manufacturing center.

Battle Creek Storage & Carting Co., Battle Creek, Mich., has purchased an additional building in that city to enable it to handle the business more efficiently and economically. The new plant has a capacity of 60,000 sq. ft. of space. This will give the company a total of 80,000 sq. ft. of space.

Hart Transfer & Storage Co., Duluth, Minn., has purchased the Erie Hotel and will remodel same for storage purposes.

River Express Co., San Francisco, Cal., has been granted a permit to operate an auto express and freight line between Stockton and Oakland.

Terminal Warehouse Co., Little Rock, Ark., plan to construct a large warehouse in that city. The new plant will be a three-story fireproof building.

Fitzgerald Bro., Manchester, Conn., have entered the trucking business. Two 3-ton trucks have been purchased.

Cummin Storage Co., Canton, Ohio, will erect an addition to its plant. The new structure will be three stories, 33x100 ft. The additional facilities will combine vaults for the storage of furs and silver.

Pioneer Transfer Co., Oxnard, Cal., is erecting a two-story warehouse which will contain 13,300 sq. ft. of space. The new plant will be especially adapted for the storage of household goods. During the past month, the company has added a 2½-ton Packard and a 3-ton Mack and also a number of trailers to its vehicular equipment. The concern has also changed its name to that of the Pioneer Truck & Storage Co.

Brady Transfer & Storage Co., Fort Dodge, La., will construct a five-story fireproof warehouse 50 x 140 ft. and also a garage 70 x 110 ft. at a combined cost of approximately \$80,000. The company will handle general merchandise, cold storage and household goods. The new plant will contain a mezzanine floor for the storage of pianos and a specially equipped basement for cold storage. The building will be equipped with labor-saving devices adaptable to the industry. In the household goods branch, it will operate a safe deposit vault, and a carpet cleaning department.

T. R. Yglesias, Calexico, Cal., the new owner of the Pioneer Transfer Co., has erected a new plant which will be used as a storage and office building.

Standards to Follow in Building Business

(Continued from page 19)

To the fourth fundamental principle—new methods of operation, include labor-saving devices, vehicular equipment, etc., Bekins attributes a large portion of his success and growth. The company was one of the first in the California zone to substitute motor trucks for horses having purchased

several motors in 1905. Ten years after the company was established, motor trucks were substituted for horses. The motor equipment now operated number forty vehicles as follows:

No. of Trucks	Ton-nage	Make
3	3½	White
2	2	White
3	3	Republic
3	3	Kimball
1	3	Smith
6	3	Denby
7	1½	Autocar
3	2	Autocar
2	2	Hewitt
1	3	Pierce-Arrow
1	3	Signal
1	1	Commerce
4	1	Ford
3	Fords with delivery bodies	

The company has also adopted the more modern method in the packing room, such as a number of automatic saws that swing back and away from the operator as soon as the handle or foot lever is released. These saws are equipped with a rule which enables the operator to cut lumber any size by readjusting the guides which take but a few seconds to change from one measurement to another. Practically all of the packing is done at the warehouse with the exception of dishes, bric-a-bracs, etc. Bekins has always followed the idea of adopting new methods of operation in the checking, packing, and also the clerical department.

A feature of the Oakland warehouse is the construction of partitions dividing the private rooms. At this plant concrete slabs are used instead of tile. The method of constructing these slabs is as follows: Concrete is poured in moulds on the floor and set up as the partition. A heavy paper is used between the floor and the slab so the sidewall is smooth and so that the furniture will not be damaged or scratched. Bekins has found this method of constructing partitions not only makes it easy to alter any section of the plant, but the cost is much less than the tile partitions.

Central Warehousemen's Rules and Regulations

(Continued from page 28)

ceived under one lot number. When the total number of deliveries exceeds the total number of tons received in the lot, an extra charge of 25c will be made for each excess delivery.

Extra Labor Charge.—Extra labor will be furnished by the warehouse when possible and expedient, at double the wages of the men employed. Minimum charge, one-half hour.

Extra Service.—The patrons' own workmen will not be allowed to repack, label, overhaul, work on, or have access

to goods in storage unless accompanied by a regular warehouse employee, whose time will be charged for as per rule No. 8. The charge for extra space required will be one-half of one cent per square foot per day. Maximum rate 10c per square foot per month. Minimum charge 50c. A reasonable charge will be made for cleaning up or restoring space to its original condition.

Weighing.—The charges for weighing goods upon receipt or delivery will be one cent per hundred pounds on lots of over ten thousand pounds, and one and one-half cents per hundred pounds on lots of less than 10,000 pounds. Exceptions: Tea, three cents per package; wool, hops, broom corns, cotton linters, waste, tobacco in bales and all goods in barrels, five cents. Minimum charge 15c. When goods in store are taken down and repiled for weighing, or other convenience of the customer, the listed in and out labor charge will apply, except that the charge for weighing and repiling tea will be four cents per package.

Car Loading Charge.—A tonnage charge equal to 25 per cent of the listed in and out handling charge, with a minimum of \$5.00 per car will be made for loading out cars to cover use of switch track, and extra labor required in placing, loading and billing of car. A reasonable charge will also be made for any dunnage used. When a checker is not furnished by the owner or railroad in loading out cars, the warehouse shall not be held responsible for load and count.

Marking and B/L.—A charge of 1c per package, minimum charge of 10c per shipment, will be made for marking goods for shipment and furnishing bills of lading for same.

Reading and Reporting Weights.—Taking and reporting marked weights and numbers for purposes other than warehouse identification will be charged for at the rate of 1c per package, minimum charge 10c.

Deliveries Returned.—When a delivery is authorized to be made, and said delivery cannot be effected by reason of the inability or refusal of consignee to accept the goods a similar charge will be made for the goods to the warehouse as is applied for the out delivery. The usual delivery charge will be made, should the warehouseman be authorized to make a second attempt to deliver the consignment.

Express Shipments.—A minimum charge of 25c will be made for each express shipment.

Postage and Revenue Stamps.—Postage and addressed envelopes shall be furnished by customers requiring immediate notifications of shipments or deliveries. The cost of all revenue stamps required on shipping bills and warehouse documents will be charged to the customer.

Expense Bills.—A charge of 10c per expense bill will be made to cover the expense of clerical work necessary in checking and handling express and railway companies' paid or prepaid expense bills.

Negotiable Receipts.—A charge of 50c will be made for each negotiable receipt issued. There will be no charge for memorandum and non-negotiable receipts.

Claims.—A charge will be made for claims handled by the warehouse company.

Shippers' Index

A Guide to representative Transfer and Storage
Companies arranged by States and Towns

Return Loads Bureaus

A LIST of organized centers through which van and truck owners may arrange for return loads. Application for such should be made as far in advance as possible and in some cases a charge is made for the maintenance of the bureau.

City	Location and Telephone Number	City	Location and Telephone Number
<i>Connecticut</i>			
Bridgeport	Chamber of Commerce Noble 250	Omaha	407 So. 10th Street
Bristol	Chamber of Commerce 100	<i>New Jersey</i>	
Danbury	War Bureau or Chamber of Commerce 1308 or "Return Load"	Asbury Park	Board of Commissioners 2100
Greenwich	War Bureau	Kearny	State Council of Defense
Hartford	Chamber of Commerce Charter 1856 or "Return Load"	Dover	Chamber of Commerce
Manchester	War Bureau 489 or "Return Load"	Elizabeth	Elizabeth Motor Transportation Club Elizabeth 2112
Meriden	Chamber of Commerce 242 or "Return Load"	Garfield	Police Station
Middletown	War Bureau 1245 or "Return Load"	Jersey City	Chamber of Commerce Montgomery 1110
New Britain	Chamber of Commerce 1533 or "Return Load"	Millville	Maurice River Transportation Co. 225
New Haven	War Bureau	Montclair	Police Department
New London	War Bureau 1642 or "Return Load"	New Brunswick	Home Defense League 1784
Norwalk	War Bureau 69 or "Return Load"	Newark	Motor Truck Club of N. J. Market 7945
Norwich	Chamber of Commerce 1747 or "Return Load"	Trenton	Chamber of Commerce 2128
Stamford	Chamber of Commerce	<i>New York</i>	
Waterbury	War Bureau 3570 or "Return Load"	Albany	Chamber of Commerce
<i>District of Columbia</i>		Buffalo	Chamber of Commerce
Washington	Chamber of Commerce	Ithaca	Mitchell 983
<i>Illinois</i>		New York City	Merchants' Ass'n, Woolworth Bldg. Barclay 7660
Chicago	State Council of Defense	New York	Van Owners' Association 144 Columbus Ave., Columbus 2089
<i>Indiana</i>		Rochester	Chamber of Commerce
Indianapolis	Chamber of Commerce	Syracuse	Chamber of Commerce
<i>Iowa</i>		<i>Ohio</i>	
Cedar Rapids	Chamber of Commerce	Cincinnati	Chamber of Commerce
<i>Michigan</i>		Cleveland	Chamber of Commerce
Detroit	Board of Commerce	Columbus	Chamber of Commerce
Flint	Chamber of Commerce	Toledo	Toledo Transportation Assn., 114 North Erie St.
<i>Missouri</i>		<i>Pennsylvania</i>	
Kansas City	Local Sales Office of Republic	Philadelphia	Chamber of Commerce Widener Building
St. Louis	Chamber of Commerce	Philadelphia, Pennsylvania	Furniture Warehousemen's and Van Owner's Ass'n. 2136 Market St., Locust 1089
<i>Rhode Island</i>		Providence	Chamber of Commerce

Coming Events

Meetings Scheduled by Leading Associations in the Industry

New York Furniture Warehousemen's Ass'n.	Prospect House, Shelter Island Heights, L. I., N. Y., July 11 to 14
Pacific Coast Furniture Warehousemen's Ass'n.	Hotel Hayward, Los Angeles, Cal., July 3 to 6, inclusive
California State Draymen's Assn.	Sacramento, Cal. September
Texas Warehouse & Transfer Men's Ass'n.	San Antonio, Texas August 20
Southern Furniture Warehousemen's Ass'n.	Jacksonville, Fla. November
American Warehousemen's Ass'n.	Cincinnati, Ohio December 10
Massachusetts Storage Warehousemen's Ass'n.	Third Thursday of each month, Exchange Club. Annual Meeting January, 1920
New Jersey Furniture Warehousemen's Ass'n.	Newark, N. J. Third Wednesday of each month, Down Town Club, Newark, N. J.
Transfer & Storage Men's Ass'n of Montana	Billings, Mont. February, 1920
Northwest Transfer and Warehousemen's Ass'n.	Seattle, Wash. May, 1920
Syracuse Traffic Club	Syracuse, N. Y. Third Thursday of each month. Cham- ber of Commerce. Annual Meeting third Thurs- day of January, 1920.
Newark, N. J. Traffic Club	First Monday of each month, except November, Robert Treat Hotel, Newark, N. J.
New York Traffic Club	Waldorf-Astoria, New York. Annual meeting, Novem- ber 25

BIRMINGHAM, ALA.**HARRIS TRANSFER
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

LITTLE ROCK, ARK.**WAREHOUSING
AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and
Merchandise**TERMINAL
WAREHOUSE COMPANY**

109 - 111 RECTOR AVENUE

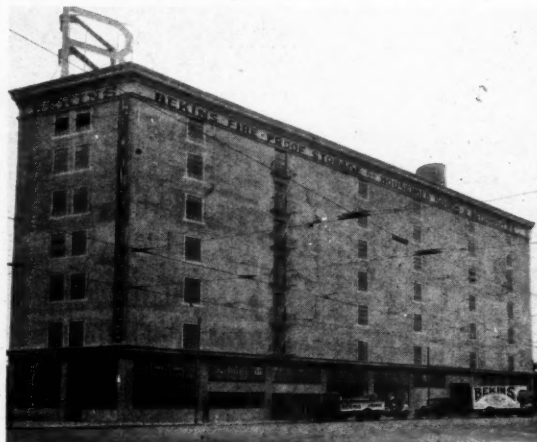
All track connection

BERKELEY, CAL.**STUDENTS
EXPRESS & TRANSFER CO.**MOVING
STORING
FORWARDING

2132 SHATTUCK AVENUE

YOUR ADVERTISEMENT
IN THE**Shippers' Index
Section**IS READ BY THE PEOPLE
YOU MOST DESIRE TO
GET IN TOUCH
WITH**LOS ANGELES, CAL.****Shattuck & Nimmo
WAREHOUSE CO.****MOVING, STORING, PACKING
SHIPPING**MERCHANDISE DISTRIBUTION
FROM OUR OWN SPUR TRACKSMANUFACTURERS consolidating carloads
for Southern California distribution are assured
of efficient and prompt service by consigning
them in our care. Rates on request.WAREHOUSEMEN, consign your household
goods shipments to us for prompt distribution
and quick returns.

MEMBERS OF

Pacific Coast Furniture Warehousemen's Association, American
Chain of Warehouses, National Distributing Division,
Local Rotary Club and Chamber of Commerce**OAKLAND, CAL.****BEST IN THE WEST****OAKLAND WAREHOUSE**
90,000 Sq. Ft. CapacityWhen you Ship to California
Remember to Ship to
BEKINS FIREPROOF STORAGE
Prompt and Intelligent Returns,
your customers satisfiedLos Angeles
1341 Figueroa St.Oakland
22d & San PabloSan Francisco
13th and Mission Sts.

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THE WEICKER TRANSFER & STORAGE COMPANY

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members

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- Illinois Furniture Warehousemen's Association
- New York Furniture Warehousemen's Association
- Pacific Coast Furniture Warehousemen's Association
- Central Warehousemen's Club
- American Chain of Warehouses
- Southern Furniture Warehousemen's Association

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



MEMBERS:

- N. Y. Furniture Warehousemen's Association
- Illinois Furniture Warehousemen's Association
- Southern Furniture Warehousemen's Association

PROMPT REMITTANCES

Efficient and Courteous Service

MOTOR TRUCKS

and

PADDED VANS

Modern Fireproof Warehouse

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

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CATHCART

TRANSFER & STORAGE COMPANY

Moves, Stores, Packs, Ships

Household Goods Exclusively

Office and Warehouse, 6-8 MADISON AVE.

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B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

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Warehousemen

MORROW

TRANSFER & STORAGE COMPANY

COMMERCIAL STORAGE

Distributors—R. R. Trackage—Carloads a Specialty

Household Goods Moved, Stored, Packed and Shipped

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The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

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Warehousemen

Distributors

Southern Sales & Storage Co.

Markets secured for Meritorious Mdse.

Concrete Warehouse, R. R. Trackage,

Make our office your Southern Headquarters,

We have an efficient Sales Force.

13 Produce Place

WASHINGTON, D. C.

Moving
Shipping
Storing



Smith Transfer & Storage Co.

Office: 912 S Street, N. W.

Let Us Handle Your Washington Business

WE WILL PLEASE YOU

BOISE, IDAHO

PEASLEY

TRANSFER & STORAGE COMPANY

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CHICAGO, ILL.

BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

Soo Terminal Warehouse Co.

General Merchandise Storage and Distribution

Direct Rail and Tunnel Connection with All Trunk Lines.

519 West Twelfth St.

"THE ECONOMICAL WAY"

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

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CHICAGO, ILL.

FORT DEARBORN FIREPROOF STORAGE COMPANY

4165-29 Clifton Ave., near Broadway and Wilson.

Fireproof
Storage.

Motor-
Van
Service.



Pool Car
Handling

a
Specialty

The only warehouse located on the Great North Shore with private railroad switch track at its door, serving efficiently *Edgewater, Ravenswood, Sheridan Park, Rogers Park, Evanston* and the *Wilson Ave.* district.

Consignments from all railroads bill to Wilson Ave. Switch C. M. & St. P. Ry.

CHICAGO, ILL.

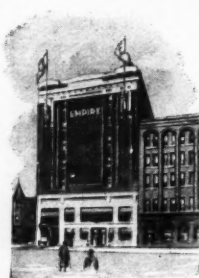
EMPIRE

STORAGE
AND VAN
COMPANY

Convenient to All Railroad
Switches.

Modern FIREPROOF
Warehouses for Storage of
Household Goods

MOVING
PACKING
SHIPPING



Heated Piano Rooms
Art Galleries
Vaults for Valuables
Private Compartments
for Furniture
Automobiles Stored
Motor Truck Service

SERVICE

As it relates to shipments consigned to us service means, among other things, immediate remittance of advance charges upon receipt of bill of lading and invoice. No amount is large enough to warrant an exception to this rule.

The interests of corresponding warehouses as well as their customers are safeguarded with utmost care.

Every assistance is given our patrons to bring about speedy settlement of railroad claims.



Established 1891

Capacity 1,500,000 cu. ft.

Low Insurance Rate.

General Office
52nd St. and
Cottage Grove Ave.
Chicago

MEMBERS:

New York Furniture Warehousemen's
Association
Illinois Furniture Warehousemen's
Association

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MOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

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414 E. COLUMBIA STREET

W. L. Pettit, Jr., Pres.

(Est. 1910)

E. K. Pettit, Sec.

Transfer and Storage of Household Goods, Merchandise, New Autos, Implements. Heavy Haulage. Motor Service. Safe Deposit Vaults.

FACTORY DISTRIBUTORS

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A. S. PARKS, Vice-President

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THE FINEST FIREPROOF
WAREHOUSE IN THE
MIDDLE WEST



General Warehousing
Storage, Forwarding and Distributing

ROCK ISLAND AVENUE & 2ND STREET

Phone: Market 2757

Capital \$100,000.00

Loans made on goods stored

LOUISVILLE, KY.

SAFETY Transfer & Storage Co., Inc.

Offices: 105 South Hancock Street

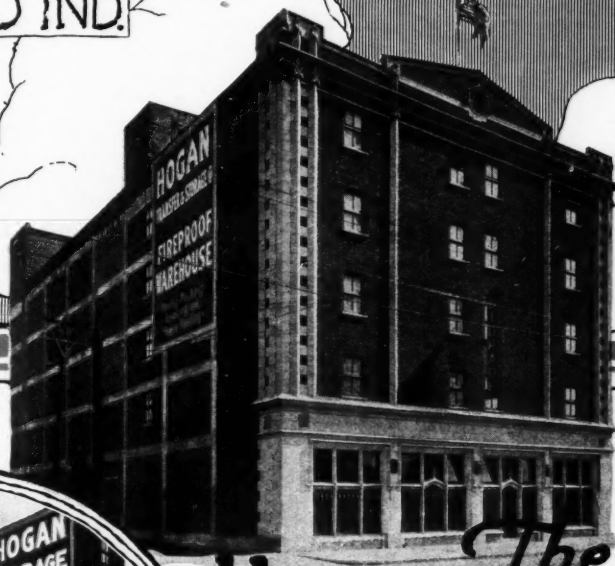
HOUSEHOLD GOODS

Moved, Stored, Packed, Forwarded

—Motor Truck Service—

CONSIGN YOUR SHIPMENTS
TO THE
RESPONSIBLE AND EFFICIENT
COMPANIES LISTED HERE

INDIANAPOLIS IND.



The HOGAN TRANSFER & STORAGE CO.

Storage, Moving, Packing, Shipping

The Hogan Transfer & Storage Company, Indianapolis, Ind., is an organization devoted exclusively to the moving, packing, shipping and storing of household goods. The warehouse is fireproof, thoroughly modern and has every facility for handling household goods in the most up-to-date methods.

The personnel of the organization has had years of experience in storing, packing and shipping household goods and is noted for integrity and ability. The service of this company is offered to corresponding warehouse men with the assurance that each shipment consigned will have the personal supervision of the executives of the company.

The Hogan Transfer & Storage Company has a fleet of motor vehicles and is equipped to handle either city distribution or long distance moving of household goods.

INDIANAPOLIS, IND.

The warehouse and main office is located in the center of the residence district of the City of Indianapolis on a privately owned switch having free switching facilities from all roads entering the city.



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LOUISVILLE, KY.



Established 1902
Capital and Surplus
\$100,000.00

Packers, manufacturers and canners seeking a market, or increased distribution, in the SOUTH AND SOUTHWEST are invited to investigate our constructive

SALES SERVICE

We do all necessary retail INTRODUCTORY WORK, both with jobber and retailer.

In fact, we make ourselves your business RIGHT ARM in our territory.

We are more than brokers—we are business builders.

Your account, if intrusted to us, will receive the personal attention of an experienced and trained department head.

If you have an article of merit, WE CAN SELL IT.

Warehouse Facilities

We own and operate a modern warehouse equipped with the latest improved sprinkler system. Lowest insurance rates. Centrally located with unexcelled trackage facilities. Capacity, 400 carloads. Can handle fourteen cars per day. Prompt and accurate service.

Pickrell & Craig Co.
(Inc.)

BOSTON, MASS.

Established 1880

T. G. BUCKLEY CO.

MOVERS OF HOUSEHOLD GOODS AND PIANOS
MOTOR TRUCK SERVICE

REINFORCED CONCRETE WAREHOUSE

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ESTABLISHED 1870

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SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

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50 Terminal Street

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Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES
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BOSTON, MASS.

Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND FROM FREIGHT STATIONS AND BOAT LINES

WEIGHING, SAMPLING, AND ALL SERVICES USUALLY PERFORMED BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

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Phone Gilmor 3000.

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Graham's Storage Warehouse

The Largest in Baltimore

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

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MOTOR EQUIPMENT

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BALTIMORE, MD

Send your Baltimore shipments to
MONUMENTAL STORAGE COMPANY



This Space For Sale

well located on a busy thoroughfare where all the big men of the industry pass every month.

BALTIMORE, MD.

Security Storage & Trust Company

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

**EFFICIENT SERVICE
TO WAREHOUSEMEN**

Members of

*Baltimore Furniture Warehousemen's Associations
New York, Illinois and American Warehousemen's Associations*

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**GENERAL STORAGE AND
CARTAGE CO.**

Main Offices:

Grand River and Lorain Avenues

GENERAL MERCHANDISE STORAGE

Forwarding, Distributing and Reshipping Agents. Custom
House Brokers—Expert Traffic Service

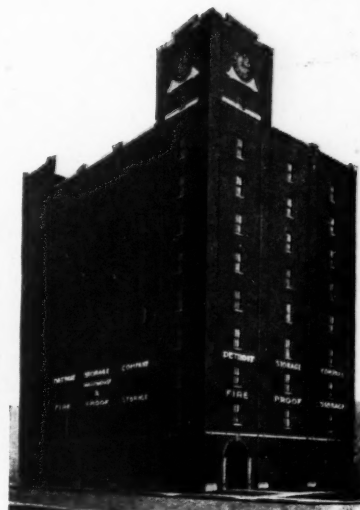
SHIP US YOUR CARLOADS FOR DISTRIBUTION

50 Car Track Space on M. C. R. R. and Grand Trunk
Motor Trucks—1 to 10 Tons Capacity

DETROIT, MICH.

DETROIT'S LEADING MOVERS.

Detroit Storage Co.

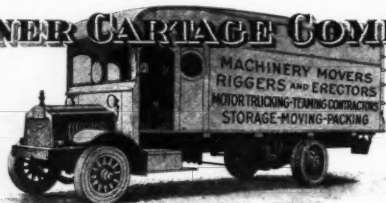


Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPING

MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

DETROIT, MICH.

TURNER CARTAGE COMPANY

Phone
Main
2660

Shipments of household goods and merchandise will be handled under personal supervision of company officials.

334-340 Lafayette Blvd., DETROIT, MICH.

GRAND RAPIDS, MICH.

Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

MINNEAPOLIS, MINN.

Members American Warehousemen's Ass'n
Central Warehousemen's Club

Security Warehouse Company

334 First Street, North

Railroad Tracks to all lines—General Mdse. Storage. Merchandise Distributors giving services of a branch house without its expense. Our high grade buildings secure lowest insurance rates. 600,000 sq. ft. of floor space. Fleet of motor trucks making store door delivery daily in all parts of the Twin Cities. Freight shipments to all points in the Northwest without charge for cartage.

KANSAS CITY, MO.

Are You Giving Your Customers

Service?

The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

D. A. MORR

TRANSFER & STORAGE COMPANY

Members { Central Warehousemen's Club
American Chain of Warehouses
American Warehousemen's Association
Illinois Furniture Warehousemen's Association
New York Furniture Warehousemen's Association

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ST. LOUIS

A Transfer Company with an Ability to Serve

ST. LOUIS
America's Fourth Largest City

Nine Freight Depots; One Mile of Platforms
More than 250,000 Square Feet of Storage and Warehouse Space
225 Teams and 75 Motor Trucks

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Transfer Company (La Salle Street Station) you get the benefit of
Daily Package Car Service
from St. Louis to the West, Southwest and Southeast.

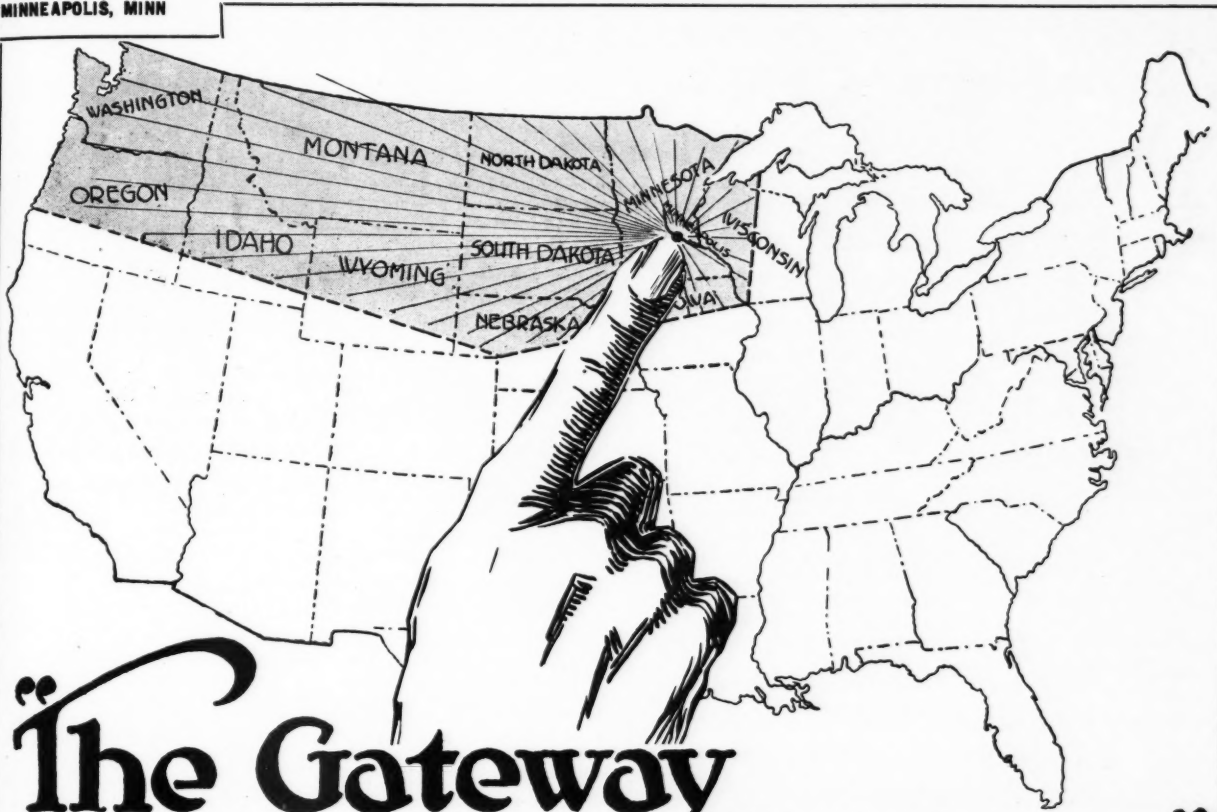
Leased Motor Truck Service ■ By Hour, Day or Contract ■ ■

COLUMBIA TRANSFER CO.

America's Largest Transfer Organization

\$2,000,000 capital

MINNEAPOLIS, MINN



The Gateway to The Great Northwest

We are equipped in every detail to act as your distributing agents for every point in the territory known as the Great Northwest. Our modern warehouse combined with our efficient organization is thoroughly equipped with every facility for the speedy and economical handling of your goods.

Our loading platform connected with the East Hennepin Joint Freight Station, permits direct handling and distribution of all less-than-carload freight to the NINE RAILROADS of Minneapolis through this single freight

station without drayage—a facility not found elsewhere west of Chicago and one affording manufacturers and distributors an economical means of "parceling out" shipments to their customers throughout the Northwest, without delay or extra cost as is usual without these favorable terminal facilities.

We specialize in receiving carload shipments and reshipping the goods to various points in less-than-carload lots. We also handle all classes of merchandise for storage.

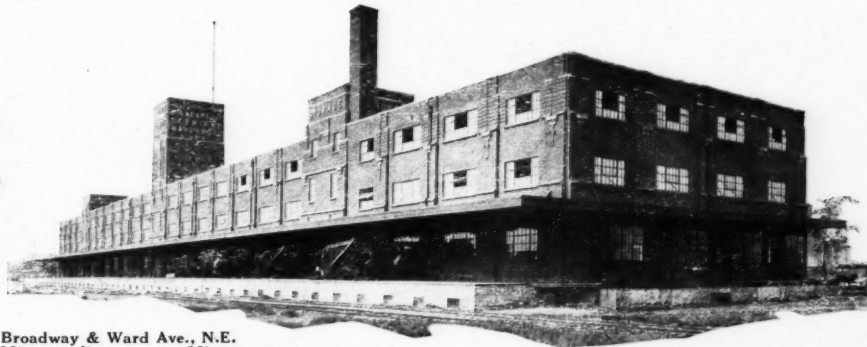
We Can Handle Your Entire Distribution Throughout the Northwest

Our service is unexcelled for speed, economy and reliability. Years of experience and our modern Terminal Warehouse, combine to offer you everything you can expect from a distributing and forwarding agent.

Consign your shipments to

MINNEAPOLIS TERMINAL WAREHOUSE CO.

MINNESOTA TRANSFER, MINNESOTA, EAST HENNEPIN STATION



Broadway & Ward Ave., N.E.
Minneapolis, Minn.

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

MISSOULA, MONT.

Security Warehouse & Transfer Co.

(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

KANSAS CITY, MO.

**QUICK ACTION WINS
IN THE BATTLE FOR BUSINESS!**

We borrow other people's shipping and distribution problems and turn them into results.

Fireproof Warehouses and Distribution Docks.

L. T. CRUTCHER WAREHOUSE CO.

Storage and Distribution

General Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

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Gordon Fireproof Warehouse & Van Co.

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

Accommodations for brokers, jobbers, automobile manufacturers and dealers.

Household Goods Packed, Stored and Forwarded

MOVING — TRANSFER — FORWARDING

MEMBER { New York Furniture Warehousemen's Association.
Illinois Furniture Warehousemen's Association.
Central Warehousemen's Club.
Pacific Coast Furniture Warehousemen's Association.

OMAHA, NEBR.

THE
"CITY OF OPPORTUNITY"

Represented by the

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

ATLANTIC CITY, N. J.

ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Cardina Avenue
Inter-City Auto Service

Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

CAMDEN, N. J.

Established 1903

Troth's Model Warehouses

5th and Byron Streets

MANUFACTURERS' DISTRIBUTORS

Correspondence Solicited

Direct Delivery Service Throughout Philadelphia

EAST ORANGE, N. J.

Established 1887

R. T. BLAUVELT, Pres.

LINCOLN STORAGE WAREHOUSES

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of New Jersey—New York—Illinois—Southern
Warehousemen's Associations

Principal Office, 85 MAIN STREET

ELIZABETH, N. J.

Established 1885

Keating's Storage Warehouse

157-161 Jefferson Avenue 114-120 So. Park Street

Merchandise and Household Goods

STORAGE MOVING PACKING SHIPPING

Carload Distribution

Auto Van Service

NEWARK, N. J.**The McGANN Co., Inc.**

Offices, 100 Front Street Telephone 1620 Market.

Merchandise Storage, Trucking and
Distributors**HOBOKEN, N. J.****FREIGHT STORAGE**

5 BLOCKS FROM D. L. & W. FERRIES

LOW INSURANCE

RATES ON REQUEST

HUDSON STORES, INC.

Office and Warehouse:

Ferry Street and Park Avenue, Hoboken, N. J.

Phones—Hoboken 1810-1811-1812

NEWARK, N. J.

ESTABLISHED 1892

MODEL STORAGE WAREHOUSES

T. L. MORTON, Manager

54-56 Belleville Avenue

STORAGE MOVING PACKING

MOTOR EQUIPMENT

SILVER AND SAFE DEPOSIT VAULTS

MEMBERS N. Y. F. W. A. and I. F. W. A.

NEWARK, N. J.**FIREPROOF WAREHOUSE**

H. O. Troendle, Pres. F. H. Troendle, Secy.

NEW JERSEY WAREHOUSE CO., Inc.

92 HOWARD STREET, NEWARK

Storage Transfer Rigging Auto Service Trucking Moving

You have not started to handle your distribution and warehousing in this territory with full justice to your business until you take advantage of our warehousing experience. Get in touch with us.

JERSEY CITY, N. J.**STORAGE WAREHOUSE**

PENN R. R. SIDING

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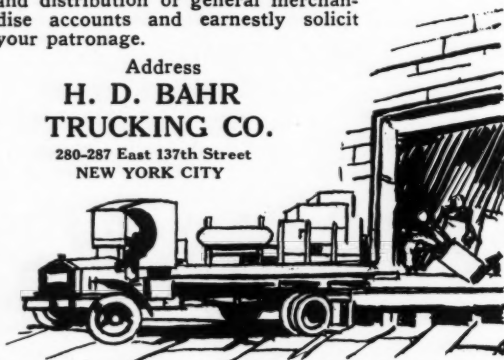


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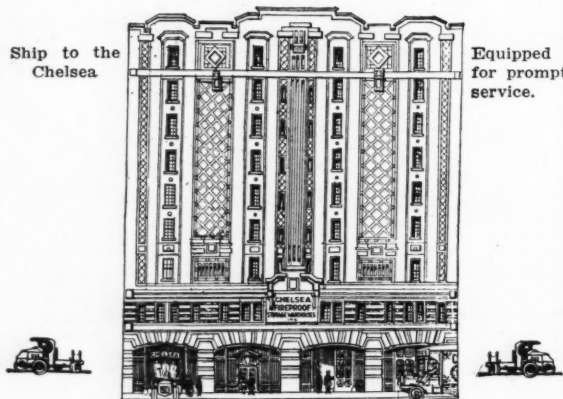
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Yours very truly,

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Mr. Brown is a retired furniture manufacturer, and his testimonial is very highly prized by us because we believe him able to give a fair testimonial to what we do.

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Established 1891 Investment \$250,000
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LET US SERVE THEM AS
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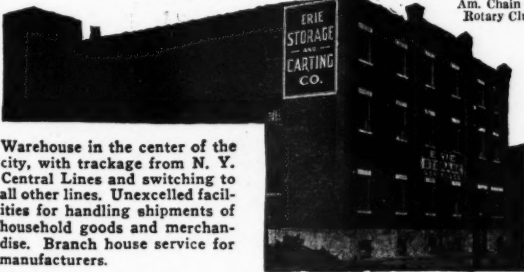
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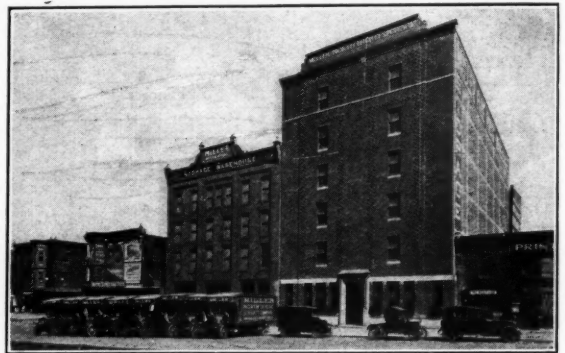
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Notice this section grow.

This means that shippers find it useful.

This usefulness will increase with every addition.

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Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

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Separate Rooms

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THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

Building 100 x 125—8 Stories Front
9 Stories Rear—Garage in Basement—Just Completed



Shanahan Transfer & Storage Company

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks.

Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865.

Over 50 Years

PITTSBURGH, PA.

WEBER
EXPRESS & STORAGE COMPANY
 GENERAL HAULING
 Moving, Packing and Storing of Furniture and Pianos
 4620 HENRY STREET

SCRANTON, PA.

"The World Moves—So Does Post"

R. F. POST
 ESTATE
 44 LACKAWANNA AVENUE
 Freight, Furniture, Pianos, Safes, Machinery, Boilers, Stacks, etc.
 DRAYMAN, RIGGER, AND WAREHOUSE

SCRANTON, PA.

WILKES-BARRE, PA.

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

The Quackenbush
Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing
 Carting, Shipping. R.R. Siding. Manufacturers
 Distributors

Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
 Household Furniture and Pianos
 Packing, Crating and Shipping.
 62 to 70 Dudley Street.

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
 HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

EL PASO, TEXAS

WESTERN
TRANSFER & STORAGE COMPANY
 220-26 S. STANTON STREET
 ONLY FIREPROOF STORAGE IN EL PASO
 Forwarders and Distributors—Trucking of all kinds—Distribution
 Cars a specialty—Warehouse on Track

FORT WORTH, TEXAS



Binyon-O'Keefe
Fireproof Storage Company

Est. 1875

Your consignments to Fort Worth
 will receive intelligent service. We
 have a siding on the Rock Island Rail-
 road with free switching from all lines.
 Fireproof warehouse, 90,000 sq. ft.,
 yard storage, factory distributors.

Members of

Illinois Furniture Warehousemen's Association
 Southern Furniture Warehousemen's Association
 Central Warehousemen's Association

SAN ANTONIO, TEX.

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.

SAFETY

COURTESY

SERVICE

WACO, TEXAS

MASON
TRANSFER & STORAGE COMPANY
 217-219 JACKSON STREET
 Merchandise Storage, Forwarders and Distribution Trucking
 of all kinds. Warehouse on track. 7 Denby Trucks

WACO, TEXAS

Weatherred Transfer and Storage Co., Inc.
 Modern Warehouse Facilities—Trackage on all roads
 100,000 SQUARE FEET STORAGE SPACE
 We do pool car distributing, moving, packing, shipping,
 storage, long distance hauling by trucks.

TACOMA, WASH.

**PACIFIC STORAGE and
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

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YAKIMA, WASH.

MILLER & LENINGTON

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

TRANSFER-STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street

Sidney Hotel Bldg.

'Phone 571

YAKIMA, WASH.

J. J. Crawford

W. E. Norton

**Yakima Transfer Co.
STORAGE**

Auto Trucks and Moving Vans

Office and Warehouse:

11 SOUTH FIRST AVENUE

Freight, Baggage and Piano Moving a Specialty
New Warehouse for General StorageMerchandise Storage, Transferring, Packing
and Forwarding — Pool Car Distributing —
Direct Track Facilities.**Safepack**
more than waterproof**wrap-stuff, case and bale-lining**

Real Protection for Goods in Storage or Transit; Proof against moisture, dust, dirt, rust, mildew and moths. Rats won't eat Safepack. Whatever your storage or shipping problem submit it to Safepack for intelligent solving.

Samples on request. Address Dept. T.

Safepack Mills
Boston U S A**A TRIUMPH is your
BUCKEYE SILL PIANO TRUCK**

says an owner of four of them

SELF-LIFTING PIANO TRUCK CO., Findlay, O.

End
Truck
Covers

Straps

We specialize in

Furniture Pads and CoversWrite us today for prices
and we will submit samples.*Prompt shipments and perfect satisfaction guaranteed.***TOLEDO CANVAS PAD COMPANY**

2014 Adams Street

TOLEDO, OHIO

G. W. Jones Lumber Co.

807 Lumber Exchange Building

CHICAGO

Manufacturers of

CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in
Chicago as to the quality of stock we ship.

Wholesale Prices

Stock Guaranteed

FURNITURE PADS*Made of Tough Soft Drill
in Government Khaki Color*

STOCK SIZES:

36" x 72"

50" x 72"

75" x 72"

**Burlap, Waterproof Tarpaulins,
Bags, Etc.****FULTON BAG & COTTON MILLS, Inc.**

330 WYTHE AVE., BROOKLYN, N. Y.

Phone: Greenpoint 4200

Extra Large Loading Capacity

FWD TRUCKS

The boys from the Front will tell you

IN F-W-D trucks the power and load
are equally distributed on all four wheels.

One of the results of this—a great gain to transfer and storage trucking—is larger loading capacity than is possible in other types of trucks which carry 75 to 95 per cent of the load on the rear axle.

Other advantages of the F-W-D are its small turning radius and easy steering, making its operation exceptionally easy at loading points and in crowded traffic.

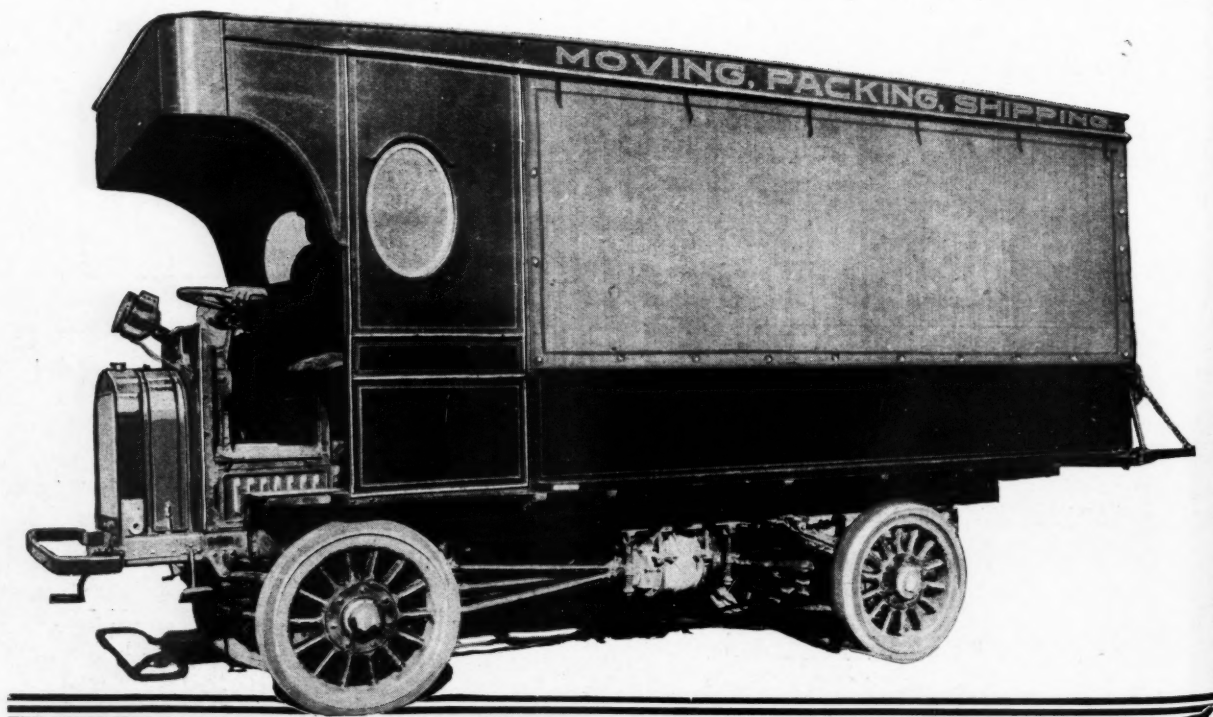
The F-W-D saves 10 to 15 per cent on fuel and a third on tires. 56-inch standard road tread front and rear—perfect track—same size tires all around.

Can be supplied with three different wheel bases to accommodate bodies from 10 to 16 feet in length. Made by a great, permanent organization with an international reputation.

The Four Wheel Drive Auto Company

Dept. 108, Clintonville, Wisconsin

Canadian Factory: Kitchener, Ont.



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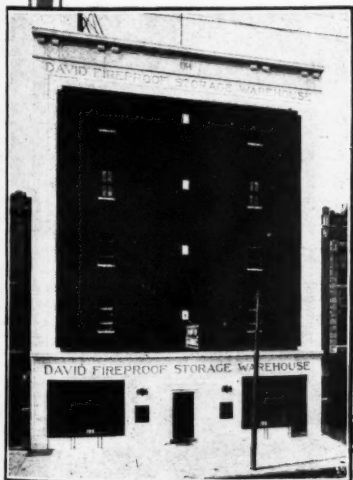
INDIANAPOLIS

Warehouse Construction



MADISON

CHICAGO



IF YOU ARE PLANNING TO BUILD A FURNITURE OR MERCHANDISE STORAGE WAREHOUSE, WE SOLICIT AN OPPORTUNITY TO DISCUSS OUR SERVICE WITH YOU.

THIS COMPANY IS RECOGNIZED FROM COAST TO COAST AS BEING THE BEST POSTED ARCHITECTS AND ENGINEERS IN THESE CLASSES OF BUILDINGS.

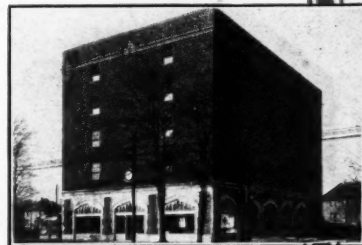
THE MODERN AND IMPOSING BUILDINGS SHOWN ON THIS PAGE ARE BUT A FEW OF OUR CONCEPTIONS—EXAMPLES OF OUR ABILITY TO SERVE YOU.

NO CHARGE MADE FOR ADVICE. WHY NOT GET IN TOUCH WITH US NOW IF YOU INTEND TO BUILD NOW OR IN THE FUTURE.

MOORES & DUNFORD

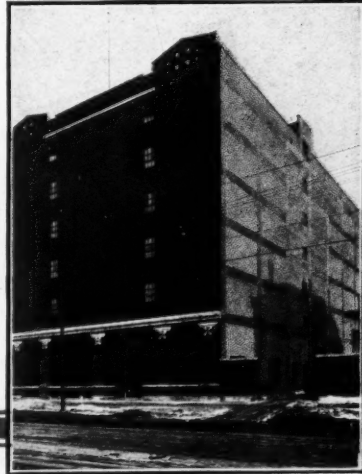
SPECIALISTS IN DESIGN AND CONSTRUCTION OF FURNITURE AND MERCHANDISE WAREHOUSES.

746 FIRST NATIONAL BANK BUILDING
CHICAGO ILL U. S. A.



DETROIT

BUFFALO



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Sterling

TRUCKS

If We Haven't Talked Trucks to You—

You cannot be fully informed regarding profitable Motor Truck performance.

Because in the Sterling we have a 100 point story that can be proved, which is saying something, and we know.

Let's Talk Sterling

and prove to you, point by point, why it will deliver more goods or tonnage for less money than horses or any other truck.

Our well equipped distributors and service stations in leading cities properly represent factory standards and established service policy.

WRITE FOR "LET'S TALK STERLING"

A booklet on scientific truck construction written in simple English.

STERLING MOTOR TRUCK COMPANY

Builders of Motor Trucks exclusively for 11 years
Milwaukee, Wisconsin



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Trailmobile

Trade-Mark Reg. U. S. Patent Office

Saves on Equipment Cost

The Motorless
Motor Truck

Thousands in Use

DIVISION 1—Light four-wheeled Trailmobiles for use with passenger cars or light trucks: 1,250 lbs., $\frac{3}{4}$ ton and 1 ton.

DIVISION 2—Heavy-duty four-wheeled Trailmobiles for use with trucks: 1½ tons, non-reversible; 2 tons; 3½ tons, and 5 tons, Reversible.

DIVISION 3—Trailmobile Semi-Trailers: 2 tons; 3 tons; 5 tons, and 7 tons.

FOR trips on which loads in excess of the capacity of the truck must be carried, the Trailmobile takes the place of an extra truck—and when it is idle the investment tied up is only a third as much.

For regular work a 1½-ton truck and a Trailmobile will haul three tons—and supply twice the load space—at an operating cost of only 12½ per cent higher than for the 1½-ton truck alone.

The savings are so marked that transfer houses using the Trailmobile declare it to be without exception the largest earning investment they ever made.

When the Trailmobile is used the largest profit on the trip is the profit on the load carried behind the truck. Cut your costs and improve your earnings by using the Trailmobile.

Write for booklet, "Economy in Hauling"

The Trailmobile Co. 515-535 E. Fifth St. Cincinnati, Ohio

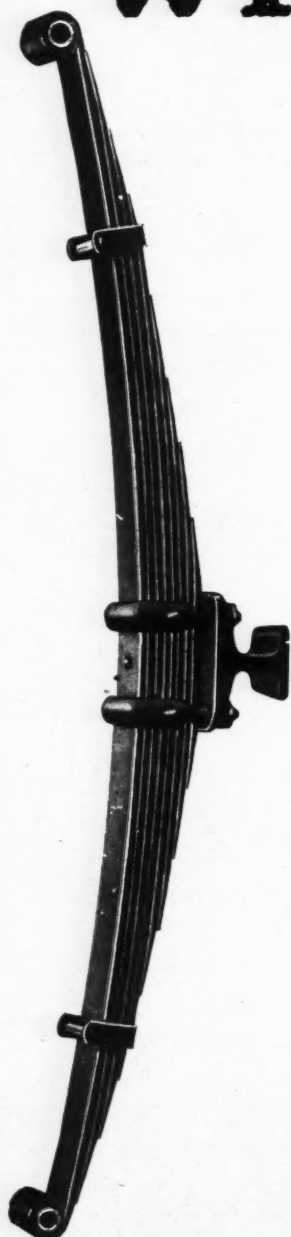


Good roads are preserved by
reducing the load carried on each wheel.

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Why—

Harvey
RACINE



*One reason why you should
use Harvey Springs*

IT'S MONEY in your pocket when you can establish a reputation for rapid and reliable service in your neighborhood.

*Another reason why you should
use Harvey Springs*

The product you use must be of good quality, honestly made.

*Still another reason why you
should use Harvey Springs*

A product that has made a name for itself and has gained the good will of truck owners is much safer to buy.

A product in which the trade leaders place absolute confidence, a product you feel sure of, conduces to ease of mind regarding your equipment.

*And that too is a reason why
you should use Harvey Springs*

Service to truck owners, giving satisfaction to your patrons—that is the ideal combination.

*And that is the final reason why
you should use Harvey Springs*

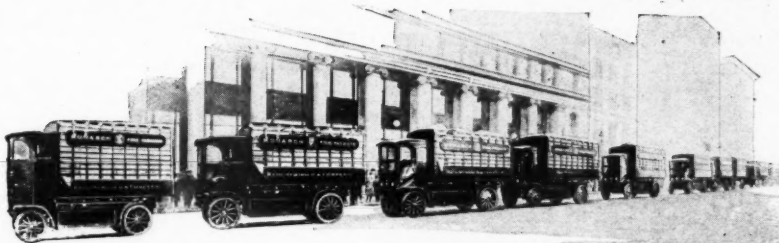
THERE'S A HARVEY JOBBER NEAR YOU— Write us and we will send you his name and address, and our latest catalog, giving complete specifications of over 900 different styles of Springs.

Write today—you may need Harvey Help tomorrow.

Harvey Spring & Forging Co.

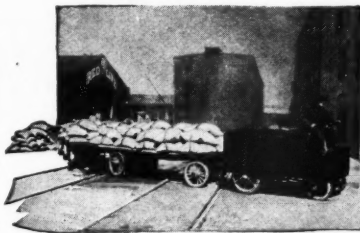
1918 17th Street, Racine, Wisconsin

Electric Transportation

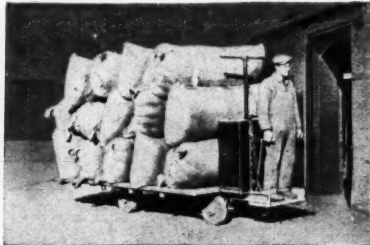


Original purchases of electric trucks and delivery wagons have been added to until large fleets are now established. Many of the owners of these fleets will be recognized immediately as transportation experts.

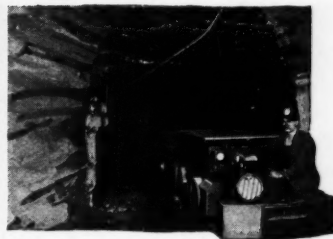
Have you investigated the economy in using electrics for your hauling and delivery (*figured in dollars and cents*)?



Storage - Battery Tractor, EDISON-equipped. Hauls long trains of loaded trailers.



Storage - Battery Truck, EDISON equipped. Does the work of 5 to 12 hand truckers.



Mining Locomotive, Edison-equipped. (Miner wearing Edison Electric Safety Mine Lamp.)

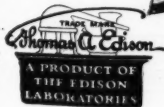
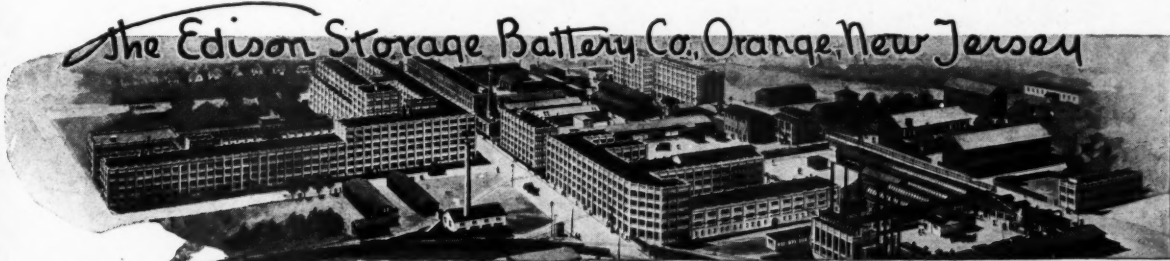
For electric commercial trucks, for storage-battery industrial trucks and tractors, for industrial and mining locomotives, for safety mine lamps, farm light and power—*wherever dependable batteries are needed*, it pays to specify the

Edison ^{STORAGE} Battery

The Edison principle is totally different from that of all other storage batteries. Other batteries use lead peroxide or spongy lead in acid electrolyte. Mr. Edison chose nickel hydrate, iron oxide, and an alkaline electrolyte. This radical departure from old-time methods permits an all-steel construction, and altogether a battery of superior ruggedness and longer life (proved by Edison Storage Batteries in service over six and seven years).

For complete information, use the coupon or write to

The Edison Storage Battery Co., Orange, New Jersey



Edison Storage Battery Co., 297 Lakeside Ave., Orange, N. J.

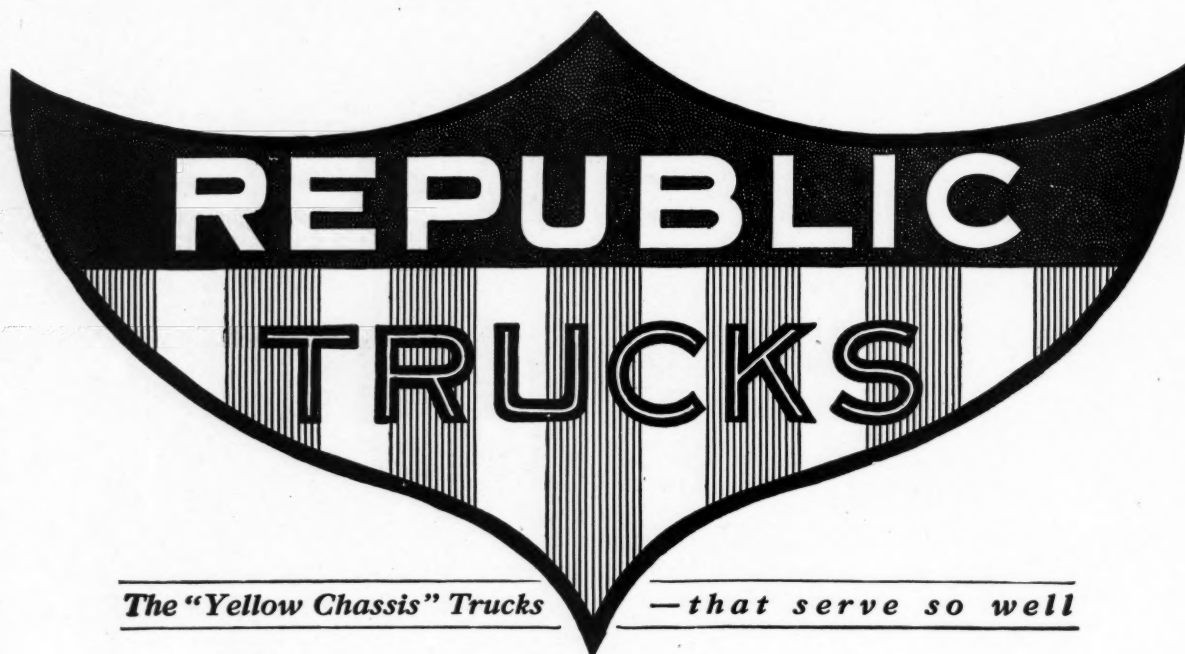
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(Write name and address on margin of page)

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The Sign of America's greatest motor truck service



The "Yellow Chassis" Trucks

—that serve so well

A truck is no more efficient or practical than the service that goes with it.

There are over 1400 Republic service stations in this country alone. Republic service is maintained in thirty foreign countries. In practically every city, town or community—in yours—you will find a Republic service station.

And a Republic service station is not merely a "sign" pasted on a window. It is a fully equipped organization. It is amply stocked with parts. It is always at your service and in your service.

This is something you must bear in mind when selecting your truck. The famous Republic shield is your protection. Think this over before you buy.

REPUBLIC MOTOR TRUCK CO., Inc., Alma, Michigan

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Get An Ax!

If you want plenty of nicks, scratches, gouges and breaks in the furniture you move, don't use Loupilco Furniture Pads.

Get an ax. It's more effective.

But—if you want to deliver your furniture in safety and without the slightest bruise, use Loupilco Furniture Pads—soft, resilient, durable.

And don't—don't hesitate on the question of cost. Why, man alive, the money you will actually **SAVE** by cutting out repairs and refinishing will pay for your Loupilcos before you know it and then commence work in adding a few stories on your cash balance.

And—as the Scotch say—a dollar saved is a dollar earned.

So go to it! Order your Loupilco Furni-

ture Pads now—today—and save the money you are paying out needlessly.

Their appearance alone is mighty good advertising.

Loupilco Furniture Pads, three sizes:

68 x 80 Khaki color.....	\$36.00	per dozen
52 x 68 " " ".....	27.00	" "
36 x 68 " " ".....	20.00	" "

Loupilco Hood Pads, to fit over beds and table tops:

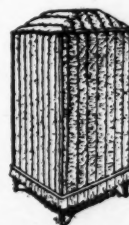
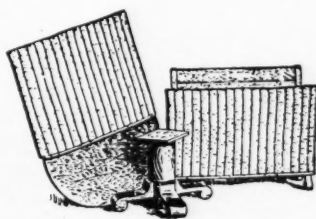
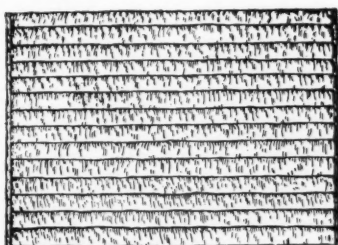
Head Board and Table Pad, two-in-one.....	\$5.00	each
Foot Board Pad	3.00	"
Complete Set	8.00	"

Loupilco Music Cabinet Pads, for large or small size machines:

Khaki color\$5.00 each

Terms: 2% ten days, net thirty days, F.O.B. Louisville. Prices quoted for immediate acceptance.

LOUISVILLE BEDDING CO., INCORPORATED, 369 East Market Street,
LOUISVILLE, KY. OWNERS OF LOUISVILLE PILLOW CO.



TRANSFER AND STORAGE MEN AWAKE

To the wonderful opportunities for more profit and publicity by installing a modern Carpet Cleaning Department.

You can have the services of an expert in laying out your plant and instructing your men.

THE ELECTRICAL & SPECIALTY SUPPLY CO.

are prepared to furnish you anything you need in your carpet department.

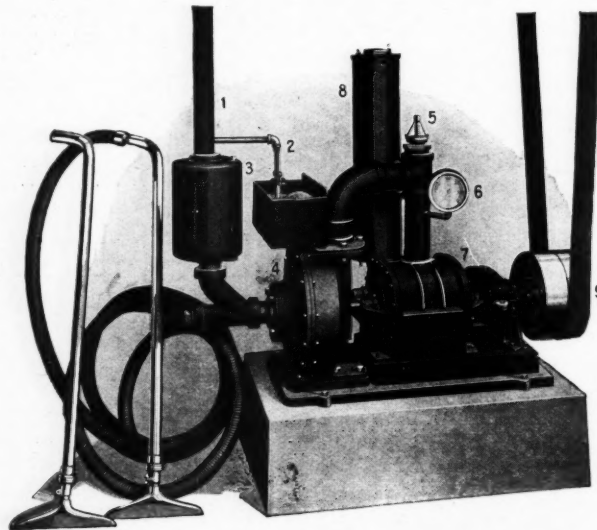
**Beaters, Wheels, Scrubbing Machines, Fans, Motors or the Famous
Connersville Centrifugal Separating Vacuum Cleaner**

No tanks to clog up.

Discharges directly
into sewer

Not an experiment

In use in several
hundred plants



Built by the
United Vacuum Ap-
pliance Co., of
Connersville, Ind.

Designed for the use
of the Commercial
Carpet Cleaner.

Drop us a line for Complete Information

Remember the Name

Electrical & Specialty Supply Co.

9 S. Clinton Street, Chicago



The purchase price is not to be considered altogether in reckoning the cost of the motor truck you choose for your business. It is the cost of the truck plus the cost of operation and upkeep at the end of the year that should be considered—and not at the end of the first year alone, but each succeeding year that the truck is in operation.

It is in such a final analysis that SELDEN TRUCKS prove to be the lowest in cost. The type of service rendered by SELDEN TRUCKS—uninterrupted service at low operating cost—makes satisfactory transportation cost accounts possible.

SELDEN TRUCKS will solve YOUR transportation problems. 1, 1½, 2, 3½, 5 Ton Worm Drive Models, equipped with bodies to meet the particular requirements of the transfer and storage business. Ask the Selden dealer in your locality, or write us for information.



1877-1919

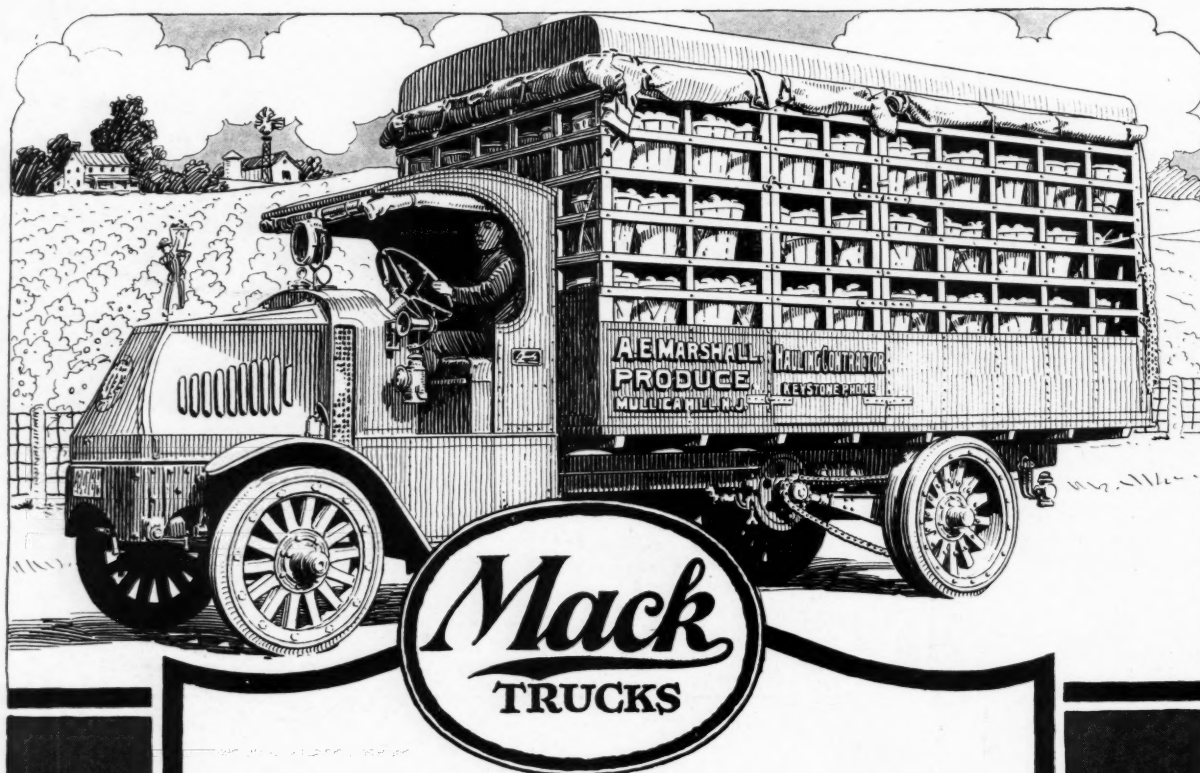
The first gasoline motor propelled road wagon was a SELDEN. The present types of SELDEN TRUCKS are the result of years of continuous experiment, observation and experience in manufacture since the day of their inception in 1877.

SELDEN TRUCK SALES COMPANY

Rochester, N. Y., U. S. A.

Selden Motor Trucks

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SPEEDING BIG LOADS

In speeding big loads over long and short hauls, MACK Trucks act with unvarying dependability. They reduce trucking expense to a definite minimum because of their capacity, speed and every-day-and-all-day performance.

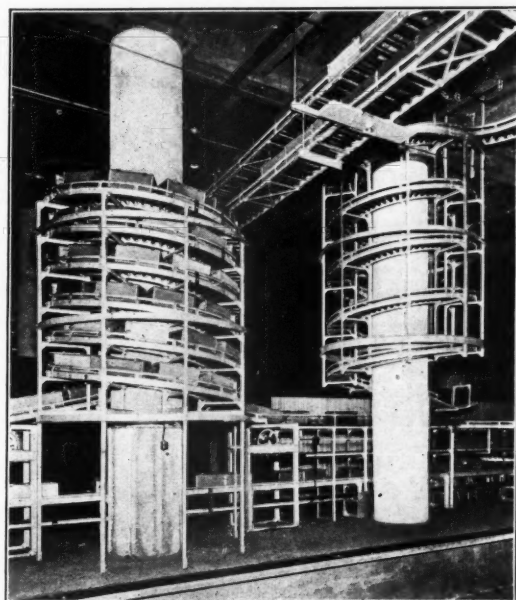
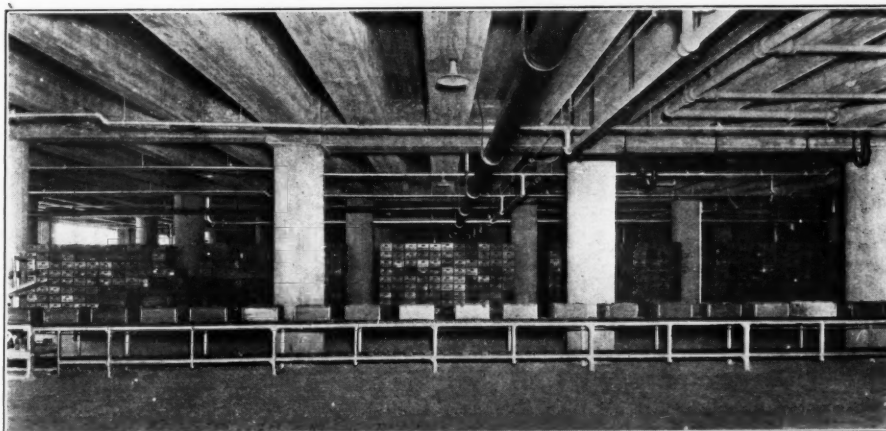
A. E. Marshall, of Mulica Hill, N. J. is thoroughly alive to MACK ability to haul big loads surely and speedily. Mr. Marshall is but one of many progressive hauling contractors who have found MACK capability an invaluable asset.

In varied industries, and in the nation's service, MACK Trucks are making hauling certain and economical. For 21 years they have maintained their prestige. Today, more than 9,000 MACK Trucks are hauling a big portion of the country's commerce.

From 1 to 7½ tons capacity. Special bodies made for individual needs. Write for further facts.

INTERNATIONAL MOTOR COMPANY
NEW YORK

"Performance Counts"



Men or Conveyors?

There is a great deal of work around your plant which it takes men to do. You can't buy a machine to drive your trucks or to do your office work.

But you don't have to employ men to carry incoming and outgoing boxes, bags, barrels and other material. This work is far better done by Lamson conveyors—and by installing conveyors you will release the men now employed in toting and carrying for the more important work of your plant.

Lamson conveyors will take material in practically any kind of container right from the truck or freight cars to your storage space and they will carry outgoing material in the same way. They are tireless, positive and automatic.

Let us tell you the whole story of what conveyors will accomplish in *your* warehouse. Write us or telephone our nearest representative who will be glad to tell you what we can do for you. Or if you prefer, write for our book on conveying.

Lamson Conveyors



THE LAMSON COMPANY
Boston, Mass.

Boston, 100 Boylston St.
New York, 15 W. 44th St.
Philadelphia, 1200 Walnut St.
Pittsburgh, 319 Third Ave.
Rochester, 194 Main St. East
Detroit, 97 Woodward Ave.
Cleveland, 2063 East 4th St.
Cincinnati, 119 East 5th St.
Indianapolis, Illinois and Washington Sts.
Chicago, 6 N. Michigan Ave.
Minneapolis, 221 Tribune Annex
Omaha, Brandeis Bldg., Room 675

Denver, 1622 Arapahoe St.
St. Louis, 700 Pine St.
Seattle, 215 Stewart Bldg.
San Francisco, 617 Mission St.
Los Angeles, 627 So. Broadway
Dallas, 905 1/2 Elm St.
Baltimore, 10 E. Fayette St.
New Orleans, 124 St. Charles St.
Atlanta, 30 Moore Bldg.
Toronto, 136 Simcoe St.
Montreal, Jones & Glassco Reg'd. St.
Nicholas Bldg.
Vancouver, B. C., 51 Empire Bldg.

The Economical Handling of Merchandise

is one of the greatest of industrial problems. The production of goods has been developed to the fullest—the sale of goods has been receiving the attention of business leaders for the past decade—and now comes for scientific consideration.

The Distribution of Goods

Many a big concern loses a large percentage of its profits by not being familiar with existing facilities for the transfer and storage of its shipments.

The 1919 Edition of The Transfer and Storage Directory

(Now Ready for Delivery)

should be in the possession of every traffic manager and shipper as well as on the desks of the officials of every storehouse and transfer company.

\$3.00 a Copy. Postage Prepaid

Contains data on how to compute warehouse rates according to the overhead expense; investment and income desired. How to base rates for handling commodities in and out of the warehouse.

Full particulars of warehouses and transfer companies throughout the United States and Canada, with names of officers, investment, capacity, facilities, railroad connections, etc.

Full Bound in Substantial Cloth. 386 Pages. (5 x 8 in.)

The Transfer & Storage Publishing Corp.

239 West 39th Street, New York

The Seal of Dependable Performance



Trade Mark Registered U. S. Patent Office



"Handles Everything from Chocolate Drops to Heavy Machinery"

This view of a 4-ton Acme and trailer, taken on Chalk Hill on the Dallas-Fort Worth Pike, tells a story of service that is of importance to transfer and storage men in the solution of their haulage problems.

Operating continuously, day and night, this Acme is running on a regular schedule and competing with railroad rates, plus drayage. Truck and trailer hauls over 17,000 pounds of freight and merchandise over the 70 miles round trip between Dallas and Fort Worth. Read the Proof.

Acme, the truck of proved units, gives to Transfer and Storage men the maximum of service at the minimum of operating expense. Write for "Pointers to Profits," and learn why Acme is the best truck for you.

ACME MOTOR TRUCK COMPANY, 341 Mitchell Street, Cadillac, Mich.

Acme Proved Units

The WHY of Acme success. Every unit standardized and endorsed by the greatest engineers of the industry.

Continental Red Seal Motor
Timken Axles
Timken Bearings
Timken-Detroit Worm Drive
Cotta Transmission
Borg & Beck Clutch
Heat Treated Pressed Steel Frame
Ross Steering Gear
Blood Bros. Universal Joints
Detroit Springs
Artillery Type Wheels
Eisemann High Tension Magneto.
Rayfield Carburetor
Stewart Vacuum Feed
Tubular Truck Type Radiator
Centrifugal Type Governor



Built in 1 to 5 ton models. Oversize in capacity and dimensions. Bodies built in our own factories.

The Truck of Proved Units

PROOF

EMPIRE TRANSFER AND STORAGE CO.
DALLAS, TEX., May 2nd, 1919.

Gentlemen—We bought this truck (Acme) from you on October 20, 1918, and operate it in inter-city motor freight service between Dallas and Fort Worth.

We have all the business we can handle; in fact, our Acme is operated continuously day and night. Two shifts of drivers and helpers are used regularly.

Everything from chocolate drops to heavy hardware and machinery is handled with dispatch. We carry 12,000 pounds of freight on the Acme and pull a 3-ton trailer loaded with 5,000 to 6,000 pounds of merchandise.

The truck is in excellent condition at the present time and has given perfect satisfaction. In our opinion the Acme ranks as a top-notch and we're glad indeed to recommend the Acme to any prospective purchasers.

Very truly yours,

EMPIRE TRANSFER & STORAGE CO.
By F. I. Tobias (Signed)



Truck is wheeled close so that barrel fits into the curved arm. Barrels standing against wall are instantly picked up without first being moved.



Handles are raised. Bale falls over barrel. Works automatically.

The Automatic High Wheel Barrel Truck

You can cut your labor cost of handling barrels in two. One man will truck faster and easier than two men with the old style trucks. Loading the barrel is the easiest part of it. In trucking, the load is on the wheel and not on the man.

Stop rolling barrels; it's hard on the floors and barrels too. The 16-inch wheel makes trucking easy. One man will handle a 1000-lb. barrel.

Strongly made of cold rolled axle, malleable iron and hard wood handle parts.

Width over all, 30 inches.

Length of handles, 67 inches.

Price f. o. b. Bellevue, O., \$20.00.

Discount for five or more trucks.

Sent on Ten Days' Approval. Order Today.
Best Barrel Truck Made.

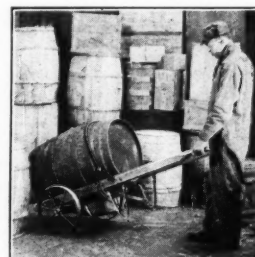


Adjustable, removable head for trucking loose parts.

THE BELLEVUE MANUFACTURING CO.
BELLEVUE, O.



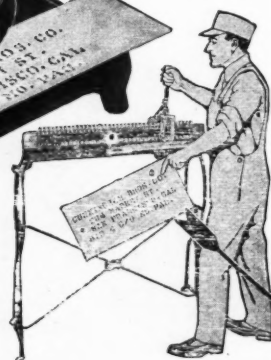
Handles are drawn back and barrel is on truck. No second man required for heavy barrels.



Ready to truck and barrel has not been touched. Nicely balanced.



This Bradley Stencil Machine and One Boy Will Do the Work of Three Markers



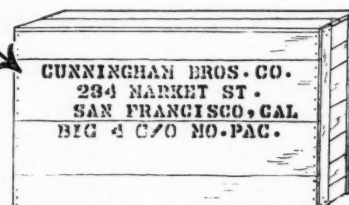
And do it with black, clean cut accuracy that is straight insurance that your shipments *will go through*. No sidetracking or delay due to careless illegible marking. Follow the arrow and you will see the actual work—just as you can have it done in your place.

This is a startling economizer of Time, Money and Labor. You prove it on the following proposition:

Write us today and we will send you a "Bradley" ready for use—300 stencil cards, Patent Ball Marking Brush, etc. **PREPAID.** USE IT FOR A MONTH AT OUR EXPENSE. Then, if it doesn't cut card board stencils **faster** than any other machine or any expert can do them—**SEND IT BACK.** (No quibbling or correspondence on our part)—and we will pay Return Freight.

This is the biggest promise and the fairest proposition you have ever had. **Order The Bradley Stencil Machine—NOW.** You are losing Big money every day you wait.

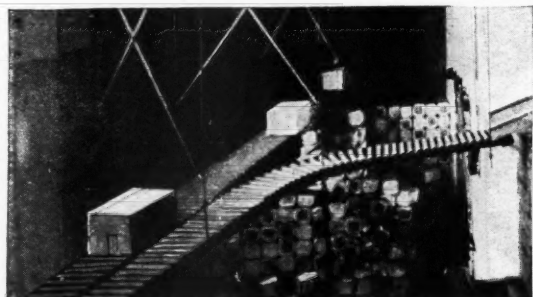
BRADLEY STENCIL MACHINE CO.
3744 Forest Park Boulevard St. Louis, Mo.



Quicker Deliveries, Less Labor

Install a Mathews Gravity Roller Conveyor and insure against delays. It will carry bales, boxes, crates—in fact merchandise of all descriptions more quickly and cheaply than man power. With it a few men do the work of several unaided by gravity.

The Mathews System reduces handling



and lost time, saves breakage and labor expense, and at no cost for power—gravity supplies the power free. Both floor space and wear and tear on flooring are saved by this system.

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

It is a fact that where hand or truck conveying costs dollars, gravity conveying costs cents. Write to us for detailed information.

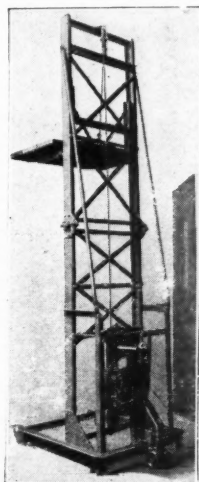
MATHEWS GRAVITY CARRIER COMPANY

134 Tenth Street Ellwood City, Penna.

Branch Factories: Port Hope, Ontario—London, England

You are paying TOO MUCH to tier your stuff—

while you are using "strong arm" methods. They are slow. And time now is MONEY—more than it ever was. And how about using two or three men when One man can do it **quicker**, better, **cheaper**? And how about not getting all the money out of your floor space?



The Brown Portable "HANDI-LIFT"

answers all these save-money and save-labor questions. And its answer is in dollars **saved**. The Brown "Handi-Lift" saves from 1 to 4 men. And does the work quicker, cheaper than your present **low** tiering (by hand methods). Your floor space then makes more money for you.

The Brown "Handi-Lift" does not need space to swing its loads around. Tiers **straight up**—quickest, **cheapest** way. Hinged, if needed, to pass through low doors. Portable. Any size. **Guaranteed** by oldest portable conveying machinery company in the business. Ask for "Bulletin 38," sending details as to the largest sizes and weights of package, heights piled up to and lowest doorway. No obligation. Machine pays for itself—stops waste. *

Brown Portable Conveying Machinery Co.

10 S. LaSalle Street, Chicago, Ill.

Transportation Experts Know

the fundamentals of a good motor truck.

They know that a truck **MUST** have an efficient motor

- " a flexible frame
- " a positive clutch
- " worm-drive rear axle
- " straight line drive
- " perfect bearings
- " good governor

Wilson
dependable MOTOR TRUCKS

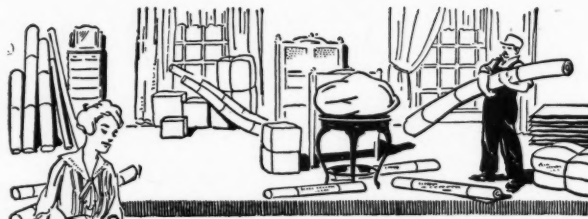
All these and many other features are incorporated in the sturdy Wilson dependable Motor Truck which has been giving satisfaction for seven years—

In Seven Years None Has Worn Out

1-2-3½ & 5 ton models

Perfect haulage for transfer and storage men

J. C. WILSON COMPANY
Detroit, U. S. A.



Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell *Naphtaline* Moth Balls, Flakes Crystals, Powder and Blocks; *Lavender* Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

The WHITE TAR COMPANY
CLIFF & JOHN STREETS, NEW YORK, N. Y.



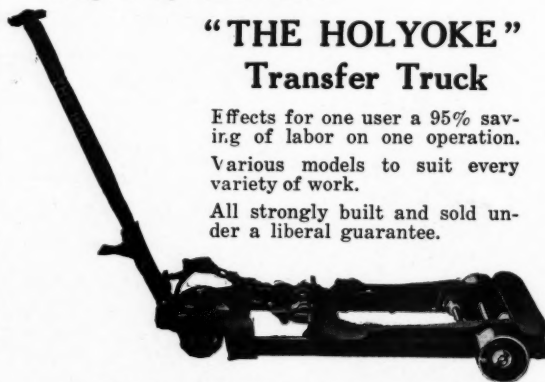
SPEED and EASE mean a Saving of TIME and LABOR

In choosing an elevating truck consider the combination of an incline rolling on a wheel—two parts only—fool proof mechanism. Can't go wrong in any severe service.

"THE HOLYOKE" Transfer Truck

Effects for one user a 95% saving of labor on one operation. Various models to suit every variety of work.

All strongly built and sold under a liberal guarantee.



Write for Circular B-1

Holyoke Truck Company

Main Office and Factory

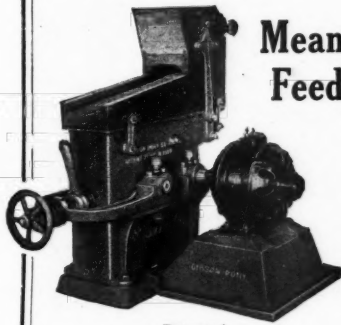
105 Race Street, HOLYOKE, MASS.

Export Department:

77 Broad Street, New York City



Crushed Oats!



Patented

**Means Conservation,
Feed Less in Weight**

**Your Stock
Gets *More*
Nutriment
from *Less*
Oats**

Machine now built under United States Food License L000086 U. S. A.

- 1st. Your stock is built up in bone and muscle. No colic, or stomach trouble.
- 2nd. You feed 15% to 20% less in weight, which saves you money and helps your "Uncle Sam" win the war.

Thousands of users will recommend
Crushed Oats

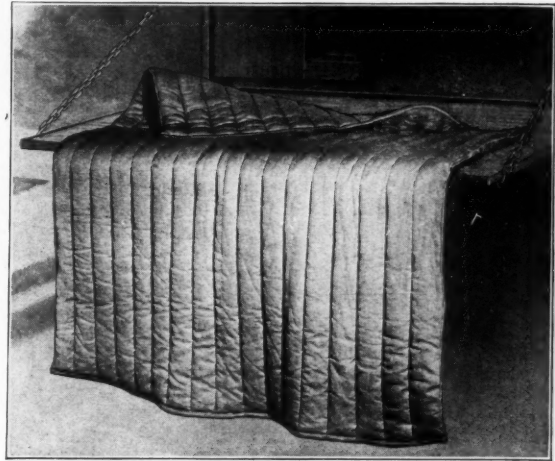
Write us for further information.

GIBSON OAT CRUSHER CO.

McCormick Bldg.

Chicago, Ill.

Eastern Office: 34 East 28th Street, New York City



Khaki Brown

100% Service in Maish Quality Wagon Pads

If you judge wagon pads by the service they give, your choice must be Maish Quality Wagon Pads. Put to the test of practical usage and rough handling Maish Quality Wagon Pads have registered a perfect score. You get the benefits that come when quality and economy are combined.

The outward appearance of service expressed by the appropriate khaki brown color is supplemented by superior filling covered with wear-resisting material.

Filling is an extra thick one-piece layer of cotton (no shoddy). The quilting is in close, regular rows of stitching with heavy carpet thread. Edges are bound with our own special process to protect every seam and make ripping impossible.

Order Maish Quality Wagon Pads freely, as we ship them on a guarantee that permits you to return them at our expense if you are not more than pleased. Made by the manufacturers of the world famous Maish Comforts.

We are making immediate deliveries in all standard sizes. Send us your specifications for quick action. We quote F.O.B. Cincinnati.

No. 10 Cut Size, 36x72 - \$1.74 each

No. 20 Cut Size, 54x72 - \$2.40 each

No. 30 Cut Size, 72x80 - \$3.40 each

These prices subject to change without notice.

The Chas. A. Maish Co.

Makers of the world famous Maish Comforts

1129 Bank Street

Cincinnati, O.

BREEN'S PIANO DERRICK

What Everybody Needs

PIANO MOVERS find that the hoisting and lowering of pianos is made easy, safe and economical by the use of this practical, adjustable Window Derrick. Handy to carry, easily put in place by one man, always ready and quickly utilized.

It is a practical, patented invention which has been in use for twelve years and has demonstrated its value beyond question. It clamps to window. There is also a swing under bar which is placed under outer end of piano and carries it in or out.

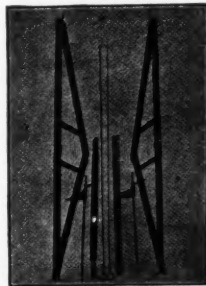
Every mover of safes, pianos or heavy merchandise needs Breen's Piano Derrick because it saves the strength of the men, means a tremendous saving of time, and obviates jams and scratches. Several firms have taken out third story window, set the derrick in place, hoisted piano, and replaced window in 25 minutes.

The Derrick Complete \$35.00

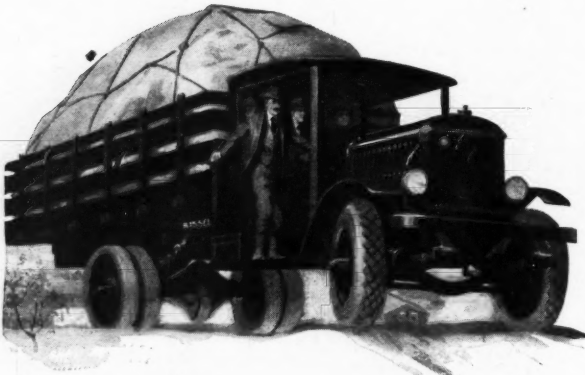
Also manufacturers of Belts and Bars to hoist Pianos and Ropes, Blocks and Piano Covers Write to-day. Catalogue for the asking.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



Eleven Years of Trucking Efficiency

EVERY Kissel Truck represents eleven years of truck experience and experiments—investigations and tests—with never a failure—and the first Kissel Truck still in active service.

Such trucking efficiency calls for unlimited hill-climbing power, speed ability on good roads, wear ability on bad roads, emergency capacity, rapidity of loading and unloading, ease of operating and driving in traffic zones, at low upkeep. These truck requisites—that result in uninterrupted transportation—are built into Kissel Trucks and are absolutely necessary to solve the unusual transportation problems which owners in the transfer and storage business have been called upon to face.

Purchase motor trucks as you purchase any other part of your equipment. You will find it's a good business practice from every standpoint.

Kissel Truck Dealers are in every principal city.
Literature on request.

KISSEL MOTOR CAR COMPANY
Hartford, Wis., U. S. A.

KISSEL TRUCKS

Sootless Spark Plugs

Why tie up an equipment worth thousands of dollars, perhaps, just because of an inferior spark plug?

Buy real spark plugs—Sootless Spark Plugs, for instance. Sootless plugs, for all motors, are handmade, have mica insulation and big, brass jackets. \$1.50.

OAKES & DOW CO.
310c Atlantic Ave., Boston, Mass.

Sootless spark plugs
Just Won't Crack

Save Time and Labor Sawing Boxing and Crating Lumber

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

Tell us your requirements and we will submit proposals.

Reno-Kaetker Electric Co.
Gerke Building, Cincinnati, Ohio

CRANE PULLER

FOR HEAVY TRUCK WHEELS

A
REAL
TIME
SAVER
WHERE
TIME
IS
MONEY



GUARAN-
TEED
TO LAST
A
LIFE-
TIME

ONE Man can remove the heaviest Gas or Electric Truck Wheel in 15 Minutes with this PULLER.

Write for Catalog Z
ORDER FROM YOUR JOBBER

CRANE PULLER COMPANY

54 Lake St.

Arlington, Mass.



1. Loading



2. Ready to Elevate

*Four
Steps
Toward*

**Lower Cost
Greater Efficiency
Increased Storage
Capacity**

by the

REVOLVATOR

Reg. U. S. Pat. Off.

Method

These four pictures illustrate four steps in the tiering of boxes with the Revolvator as practiced in one large warehouse. Storage and warehouse firms everywhere tell us that the Revolvator has reduced their tiering and handling cost 25 to 100% and increased their warehouse capacity 50 to 200%.

It will do as much for you. Don't take our word for it; ask any Revolvator user.

Write for Revolvator Bulletin T.

Revolvator Co.

[Sales Agents for]
N. Y. Revol. Port. Elev. Co.

389 Garfield Ave.



3. Revolving to Unload



4. Unloading

**Jersey
City
N. J.**

TITAN

3½ AND 5-6 TON
INTERNAL-GEAR DRIVE TRUCKS
WRITE FOR BULLETIN ON
TITAN "HI-WAY TRANSPORT" TRUCKS



A 3½-ton Truck with a 5-ton Motor
Built specially for Long-Distance Hauling.

High Road Speed—17 miles per hour at 1000 R.P.M. of the motor.
Surplus Power—To take stiff 25% grades and pull through bad places that stall other trucks.

Oversized Units—5-ton Motor; 5-ton Clutch; 5-ton Transmission; and big 8" pressed channel frame.

TITAN TRUCK CO.
MILWAUKEE WISCONSIN

DR. PYLE'S

**Distemper
Influenza
and Fever**

REMEDY

The best treatment on earth for Influenza, Catarrhal Fever, Epizootic, Pinkeye and Distemper. Especially valuable as a preventive and cure for shipping fever.



Trade Mark Registered

DR. PYLE'S FAMOUS REMEDY breaks the chill, abates fever, restores the appetite, builds up the nervous system, and prevents inflammatory complications from developing.

**OUR GUARANTEE IS AS STRONG
AS A GOVERNMENT BOND**

Price \$1.20 per bottle \$10.80 per doz.
At Dealers or Direct

**The Dr. Pyle Veterinary Remedy
Co., Inc.**

New Philadelphia, Ohio, U. S. A.

TRANSVEYORS

Moved on wooden platforms by elevating the Transveyor under the loaded skid; left in the warehouse on Transveyor platforms, compactly stored by pressing the Transveyor foot pedal—is Transveyor Transfer and Storage.

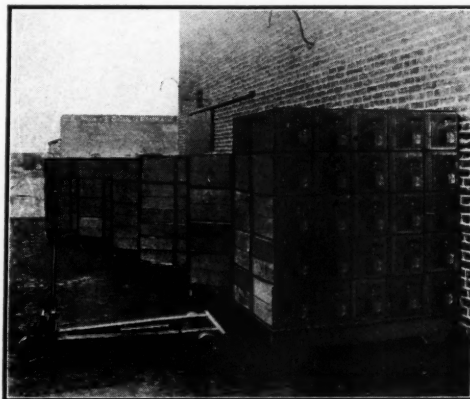
No handling—no congestion—extraordinarily large loads easily handled by one man.

Views of warehouse applications are yours for the asking.

COWAN TRUCK COMPANY

12 Water Street

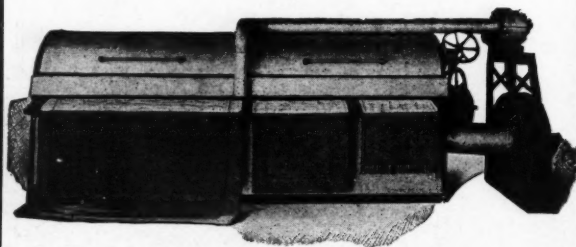
HOLYOKE, MASS.



Because there is

Big Money in It

storage and warehouse
companies are installing
this big rug cleaning
machine



The most perfect Rug Cleaner made

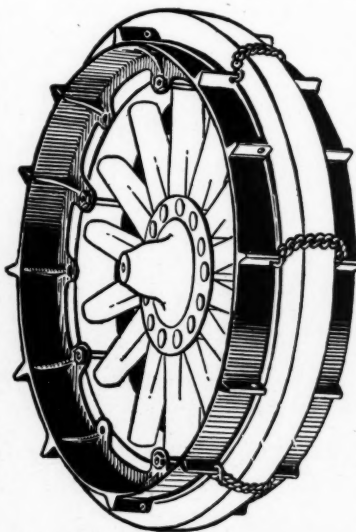
The Cleveland Laundry Machinery Mfg. Co.

CLEVELAND, O.

FOLEY

STEEL TRACTION-RIMS

Made to Fit Any Truck Wheel—Fully Guaranteed



Quickly attached
or detached.

Give your truck
maximum effi-
ciency.

Deepest mud,
sand or snow
have no road
terrors when
Foley Traction
Rims are used.

Made from Elec-
tric steel to fit
any make of mo-
tor truck tire
equipped wheel.

Foley quickly de-
tachable Non-
Skid Chains sold
with or without
rims.

FOLEY TRACTION RIM CO.

827 Hennepin Ave.

Minneapolis, Minn.

The Foley Rims and Chains are fully covered by patents allowed
and pending.

Charges upon Application

Systems—Forms

Morrison C. Wood

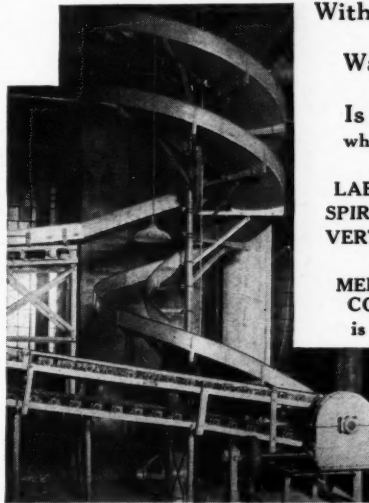
Warehouse Accountant
and Systematizer

Indo sed by

Illinois Furniture Warehousemen's Association

4259 Drexel Boulevard

Chicago, Ill.



With Help Scarce
AND
Wages High
NOW
Is the Time
when the need
for our
LABOR-SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCHANDISE
CONVEYORS
is imperative

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise store-
houses has enabled us to give practical advice to ware-
house and terminal concerns. We are at your service.

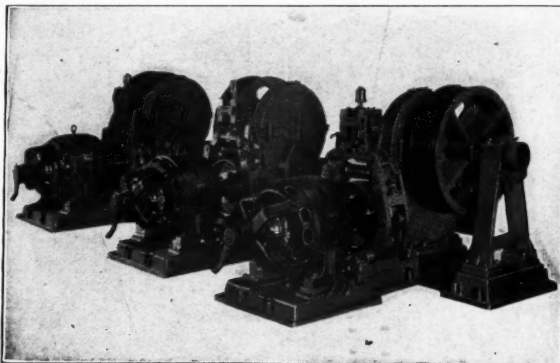
Through long experience we have learned how to com-
bine every form of merchandise conveyor so as to obtain
the most practical results.

When no standard form of conveyor is adequate, we
design special machines.

When you want information on conveyors, write us.
We can help you.

The Haslett Spiral Chute Co.

Factory: Madison and 20th Sts., Philadelphia, Pa.
Southern Office: 523 Calvert Bldg., Baltimore, Md.
Pacific Coast: 228 Pine St., San Francisco, Cal.



UNCLE SAM

Ordered 5 elevators like this for storage
Houses

AT PANAMA

Are they Good Enough for You?

Colley Elevator Co.
CHICAGO



Guaranteed
5 years
will last
25

Back
of + +

"Towsley" Trucks

are 32 years' experience. Over 100,000 built and
sold. We "know how" to make them right.

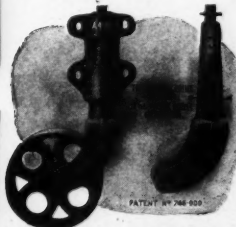
PATENT NON-BREAKABLE
ONE-PIECE SWIVEL FORK

Cast-Iron or Steel Wheels

Write for information on any desired trucks

The John T. Towsley Mfg. Co.

1010 Evans Street
CINCINNATI
OHIO





Put an End to Shipping Losses

You can do away with losses, delays, disputes, resulting from old-fashioned, illegible hand-marking of cases and packages by using bold, plain, readable stencil-marking from stencils cut on

The IDEAL STENCIL MACHINE

"The Machine That Safeguards Your Shipments"

The IDEAL cuts paper stencils of your customers' names and addresses, one each half minute, each stencil good for hundreds of markings. Anyone can do the work. The IDEAL is durable, easy to operate and practically trouble-proof. Thousands in use by large and small concerns—all giving satisfaction. Every one guaranteed.

WRITE FOR BOOKLET AND TRIAL OFFER

Let us send you our booklet, "Safeguarding Your Shipments," full particulars and sample stencils, free. Write us today. Get the facts—proof—evidence—and our free demonstration offer.

Ideal Stencil Machine Company

31 Ideal Block :: Belleville, Ill.
Sales Offices in Principal Cities

WRITE FOR BOOKLET 'SAFEGUARDING YOUR SHIPMENTS'

Giant Grip Traction Equipment For Motor Trucks

KEEPS 'em moving—no "time out" on a stretch of bad going. Carried in tool box when not in use—applied in two minutes with the bare hands!

Nothing else like it! No tools, no jacking up the truck, no long chains to become snarled, no injury to tires. Will pull a hub-deep truck out of sand, mud, snow or gravel. Instant traction!

Dealers, write now. Fewer models than any other line. Unusual trade proposition. **WRITE TODAY.** Address

Challoner Company
Dept T & S Oshkosh, Wis.
Established 1863



THE SIGN OF SERVICE

BALL BEARINGS REMADE

Immediate Exchange on All Types and Sizes.
Distributors of Hess Bright New Bearings.
Special Bearings to Your Order.

AHLBERG BEARING COMPANY

317-327 E. 29th St. Chicago, Ill.

BRANCHES:

Atlanta Boston Cleveland Detroit Los Angeles
Minneapolis New York Philadelphia Portland, Ore.
San Francisco St. Louis Kansas City Providence

20% Feed Bill Saver

This means if at present you are feeding 4 qts. to each horse per meal, by feeding crushed oats you save 2.4 qts. The yearly saving is 27 bushels, and figuring oats at 55 cents per bushel means \$15.00 saved on each horse. Just multiply this on each horse you have.

Crushed oats produce bone and muscle and keep horses in better working trim with more staying power, because Crushed Oats gain over whole oats from 15 to 25 per cent in nutriment.

The National is the most economical crusher to do this work—the power consumed costing about 10 cents per horse per month. It frees the food from foreign particles. This crusher will crack corn at the time it's crushing oats. Write for our money-saving booklet on crushed oats feeding—it's free. Write now.

National Oat and Corn Crusher

made by Excel Mfg. Co., Pottersville, N. J.



The economical method of hauling

Capacity 2 to 5 tons

Manufactured by

ONE-WHEEL TRUCK COMPANY

ST. LOUIS, MISSOURI

When You Think of Horse Nails

think of "The Capewell" brand. You get the best and safest service from your horseshoeing when Capewell nails are used.

Speak to your shoer about it. Even in shops where cheap substitutes are used they usually have some Capewell nails for their best customers. It will pay you to insist upon getting the Capewell nail.



The Capewell Horse Nail Co.

Hartford, Conn.

Leading Horse Nail Makers
of the World



If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE HAVE FOR SALE one 2½-ton Indiana Truck in first class condition, with good tires; also 3 bodies to fit chassis.

- 1 Stake Body, 6 ft. wide, 16 ft. long.
- 1 Van " 6 ft. wide, 16 ft. long, 7 ft. high.
- 1 Bus " will seat 25 people.

Upholstered with 6 in. air cushions, four good tires. Klinger Trucking Co., Fort Wayne, Ind.

GENERAL SUPERINTENDENT for Merchandise Warehouse in Canada. Must have had experience in storage as Foreman or Assistant Superintendent and be competent to take charge of 150,000 square feet proposition. Canada, care of Transfer & Storage.

FOR SALE.—Money-making transfer and storage business located at Nogales, Ariz., on the border between the United States and Mexico. Full information upon inquiry. Wylie Transfer Co., P. O. Box 455, Nogales, Ariz.

FOR SALE.—Ten Koenig & Luhrs five-ton Chicago Stake Trucks, in good condition, at a bargain. The Columbus Transfer Company, Columbus, Ohio.

FOR SALE.—Small furniture warehouse garage and three motor trucks in Upper Manhattan. Warehouse full and whole in first class condition. Address 457, care Transfer & Storage.

FOR SALE.—Portable warehouse tiering machine, manufactured by the Economy Engineering Co. Also a portable hoist and Schramm gas engine, with hoisting capacity of 600 lb. Charles D. Strang, 187 Portland Avenue, Brooklyn, N. Y.

FOR SALE.—We have for sale cheap several sidewheeler and lorry trucks all in good working condition. They are of three- four- and six-ton capacity, very suitable for any person located where team trucks are still in demand. Turner Cartage Company, 334 Lafayette Blvd., Detroit, Mich.

FOR SALE.—Prosperous furniture moving and storage business in city a short distance from New York. Address Box 201, Transfer & Storage.

WANTED.—Position in management of Storage, Cold or Common; twenty years experience; references on request. Irving H. Walker, 320 Meigs St., Rochester, N. Y.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash. Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

SAVE MONEY ON RECOOPERING

Two straps ½" x .015 can be applied to standard canned goods boxes at an average cost of less than four cents per box, including material and labor. Write for full information to

SIGNODE SYSTEM INC.

108 WEST LAKE STREET

CHICAGO

Renew the Power and Life of Your Engine

by having the

Cylinders Reground

and equipped with new

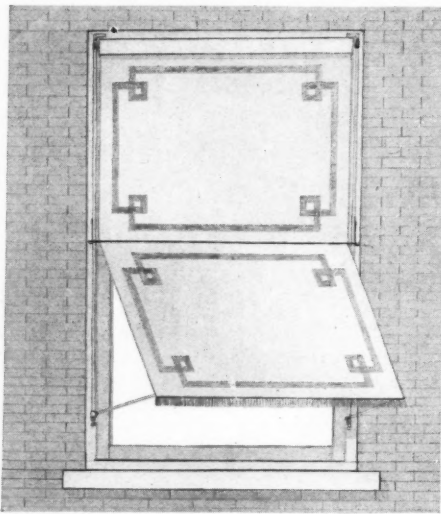
Pistons—Piston Pins—Piston Rings

by the

Butler Manufacturing Co.

1124 E. Georgia St., Indianapolis, Ind.

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



The Detroit Spring Shade

made by

Detroit Canvas Mfg. Co.

Furniture and Van Pads
Phonograph Covers
Table Top Pads

Water-Proof Storm Covers

for Horses and Wagons

Piano Covers (fleece lined)

Auto Truck, Radiator and
Hood Covers

PRACTICAL ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money saving ideas and practical utility that are built into our canvas goods.

Detroit Canvas Manufacturing Company

245-247 Larned St., East

DETROIT

MICH.

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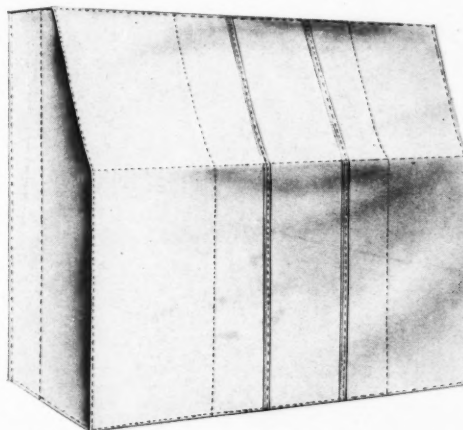
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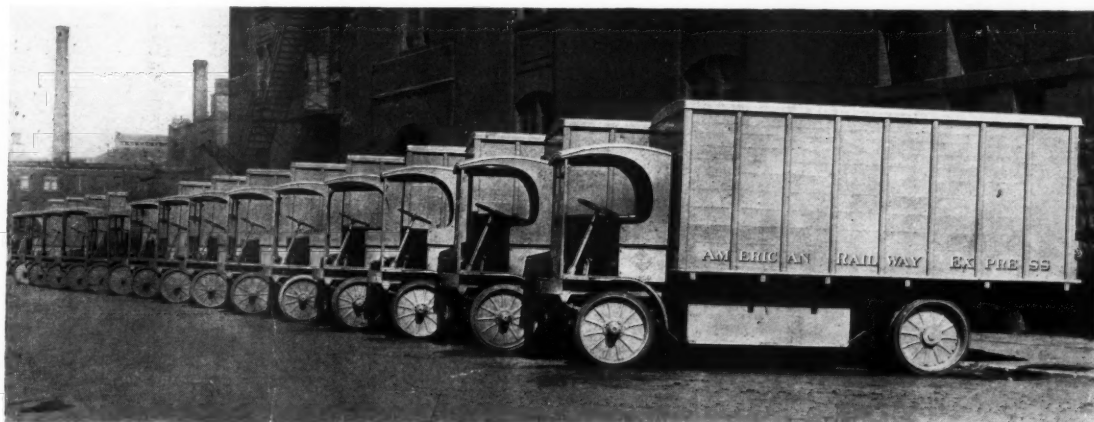
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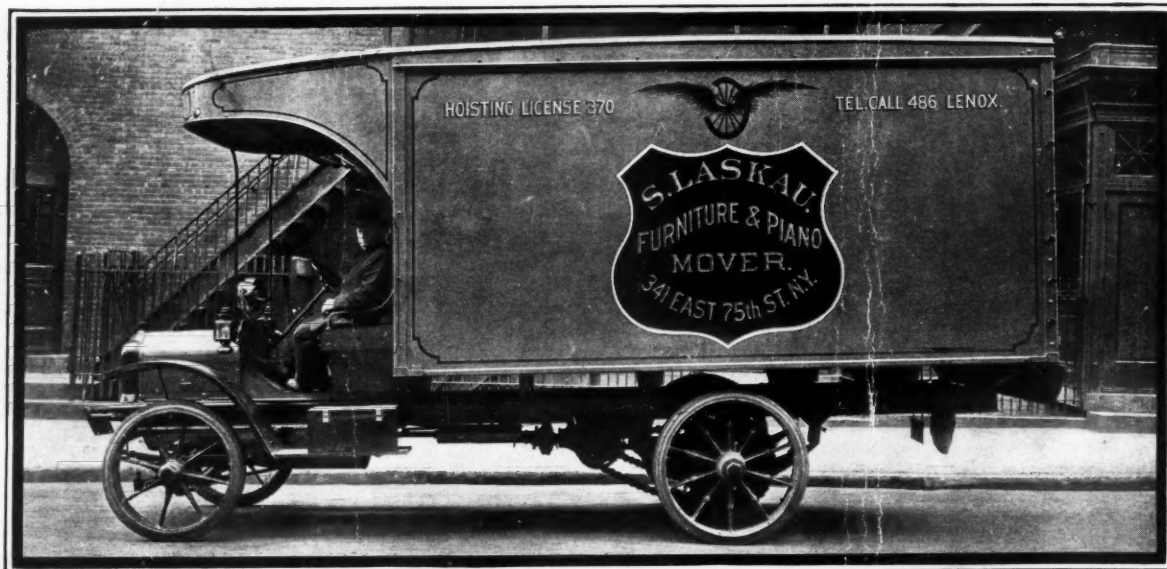
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